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THE Publishers' Weekly

The American Book Trade Journal

Published by R. R. Bowker Co. at 62 West 45th Street, New York
R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones 6-8, $6.50; Foreign, $7.00.
English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C., London.

VOL. CI. NEW YORK, JANUARY 7, 1922 No. 1

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HARCOURT, BRACE AND COMPANY, 1 West 47th Street, NEW YORK

1921

We sold 295,000 Main Street, over and above 47,000 in 1920.

The Brimming Cup more than trebled the first year's sale of Dorothy Canfield's last novel.

When this advertisement was written we had sold over 40,000 of Strachey's Queen Victoria, and sales were at the rate of over 1000 a day.

1922

1.—It is easy to sell thousands more of these three remarkable books, and we shall continue unusual advertising of *Main Street, The Brimming Cup, Queen Victoria, Morley's Modern Essays, Untermeyer's Modern American Poetry* and *Modern British Poetry, The World's Illusion,* etc.

2.—We believe *Frank Vanderlip's* What Next in Europe (January), *J. M. Keynes,* After Two Years (February), and *Walter Lippmann's* remarkable study of Public Opinion (March) will attract world wide attention and have extraordinary sales and influence. We shall advertise them on that assumption. Six translations of the Vanderlip book are already arranged.

3.—If we are any judge, Claude Washburn's *The Lonely Warrior* and James Tully's *Emmet Lawler* will be among the startling successful spring fiction, and we shall advertise them accordingly.

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31,622
11.2.35

Rei-Lee Books

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1219
P83
v. 101
pt. 1

Prices Reduced

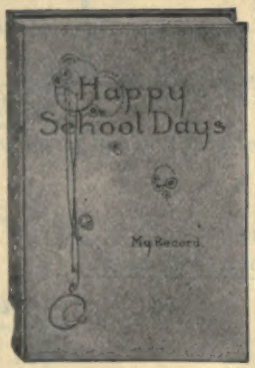
The Famous "R & L"

Graduation and School Memory Books for 1922

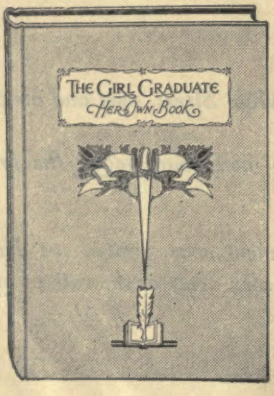
Best Known — *Best Liked* — *Best Looking*

Best Made — *Best Value* — *Best Selling*

3 FAVORITES



Full Cloth Binding



Velvet Oose

Fabricoid

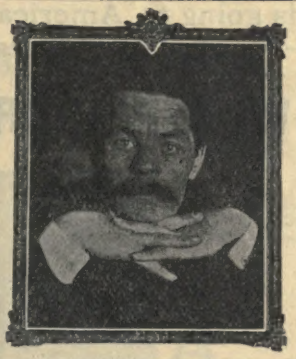
¶ Our new price list—effective January 1—shows sharp reductions from list prices of all Graduation and School Memory Books.

¶ "R & L" Graduation Books sell all-the-year-round. The demand is particularly good from January to June. *The complete line makes a wonderful display.*

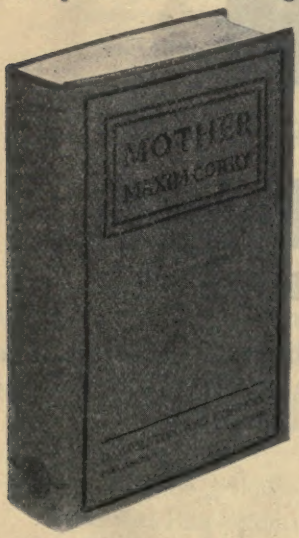
¶ If our descriptive, illustrated price circular has not reached you, *write for it to-day.*

REILLY & LEE CO.
PUBLISHERS CHICAGO

MAXIM GORKY



For those who wish an understanding of Russia and to whom the drama of Russian life is a source of intensest interest, there is one writer who stands towering over Russian literature today, its undoubted master. This is Maxim Gorky; and his writings stamp him as perhaps the one of all Russian writers who most completely depicts the reality of life in the icy, northern land. His career has been extraordinarily varied, a list of his occupations reads like the life history of one of his own fictional characters; painter, peddler, scullery boy, gardener, watchman, baker's apprentice, revolutionary leader and writer of great novels! A man of the people; he depicts those suffering millions, ground beneath the cruel wheels of autocracy, yet with a spark of hope ever glowing and firing them to the century-long struggle for freedom of which Gorky himself has been a leader. His books are tense with the nervous horror of a down-trodden people, the characters displaying an amazing reality, human men and women in the grip of love, hate, greed, ambition, bravery, cowardice, poverty, disease. It is a whole world that Gorky depicts; and every event in it, every twist of character is shown with a clarity and faithfulness to exact detail that are unsurpassed.



MOTHER is Maxim Gorky's greatest novel. In it he tells the story of a Russian Mother, whose love for her son transformed her into a valiant, irrepressible fighter for freedom. The book sums up the spirit of the struggle against the Czar's autocracy; it is the perfect expression of the Russian will-to-freedom, which constantly was undermining the Imperial structure. An amazing novel, real as life itself, as thrilling and as moving. In it Russia stands forth in a flood of light. $2.00 net

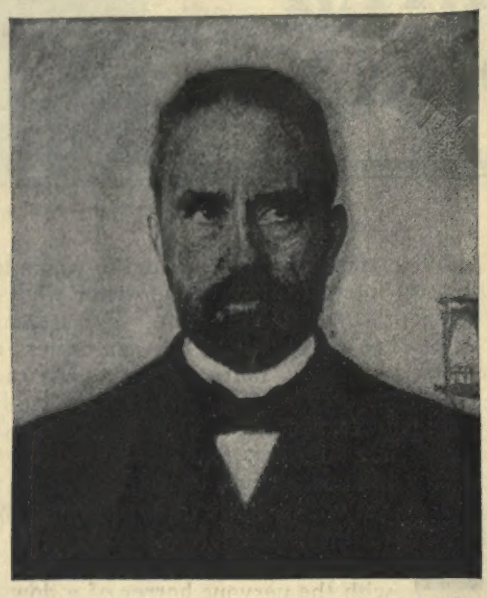
The First of a series of Talks on Authors and their works to be run on this page for Booksellers and their Sales People.

D. APPLETON AND COMPANY

Publishers THIS IS AN APPLETON BOOK **35 West 32nd St., New York**

"Hugo Stinnes, Germany's financial 'dictator,' is going to America soon—probably in January."
—Special Cable Despatch to The New York *World*.

THE WORLD'S GREATEST BUSINESS MAN



His biography—the only one in English—entitled

HUGO STINNES
BY HERMANN BRINCKMEYER

should become your best selling book. Every library, every financier, manufacturer, retailer, exporter—every person interested in the daily news—is a potential purchaser.

Who and what is Stinnes?
Why does Lloyd George send for him?
How does he control the industry of Germany?
What is his scheme of a "vertical trust?"
What is the significance of this super-figure of industry?

Europe sneezes when Stinnes takes snuff.

The authoritative biography of this phenomenon of business is ready. A neat, cloth-bound book; jacket bears a futuristic design symbolizing Stinnes's industrial mastery. $1.50
To be abreast of the demand wire your order today.

B. W. HUEBSCH, Inc., 116 West 13th Street, NEW YORK

Two Reasons for a HAPPY NEW YEAR

SAINT TERESA

Henry Sydnor Harrison

Once again, and more emphatically than ever before, Mr. Harrison shows himself in SAINT TERESA not only a creator of unique plots but a master craftsman in the deftness, the artistry with which he handles his material. As a presentation of a very modern type of girl SAINT TERESA is fascinating, as a picture of modern business it is illuminating, as a study of the eternal conflict of the sexes, it is absorbing. But best of all it's a mighty fine story told as only Harrison could tell it and completely satisfying, from the first page to the last. $1.90.

AFTER THE WAR

London — Paris — Rome — Athens — Prague — Vienna — Budapest
Bucharest — Berlin — Sofia — Coblenz — New York — Washington

Colonel Repington

During the period covered by this continuation of his famous diary, Colonel Repington visited most of the capitals of Europe and talked with the leading statesmen and men of affairs in each country. Add to this that it ends with a first-hand account of the Washington Conference and a description of American scenes and persons, written with all the frankness, the intimacy, the unreserve for which the author is famous, it will be seen that here, indeed, is a book that will be anxiously awaited, eagerly read, and widely discussed by the American public. $5.00.

HOUGHTON MIFFLIN COMPANY

ALFRED A. KNOPF BORZOI BOOKS 220 W. 42nd St., New York

AMERICAN MARRIAGE—IN TWO FINE NOVELS

CYTHEREA
by Joseph Hergesheimer

THE story of Lee Randon who was lost in the fascination of *Cytherea* and reached out into the uncharted seas beyond his marriage. A sensational novel that has already started discussion that will range from coast to coast. You can tie it up in your sales with such successes as Norris' *Brass* and Dell's *The Briary-Bush.** $2.50 *net*

Tol'able David, *Richard Barthelmess' notable screen success, is running at the Strand Theatre, New York. It is one of the stories in Mr. Hergesheimer's THE HAPPY END — a good chance for a display and extra sales.*

THE BRIARY-BUSH
by Floyd Dell
Author of "Moon Calf"

YOUNG love is dealt with sympathetically, beautifully, and with humor in this fine novel, now in its third printing. THE BRIARY-BUSH is a separate story from *Moon-Calf* and by almost universal decision of the reviewers, a better book. $2.50 *net*

A new
J. S. FLETCHER
mystery story
SCARHAVEN KEEP
—and one of his best!
Published Jan. 3rd
$2.00 *net*

**Send for supply of free booklets: "Joseph Hergesheimer, the Man and his Books" by Llewellyn Jones, editor of the Chicago Post.*

Published January 27—

A new novel by

Jackson Gregory

Its scenes are laid in the romantic California wilderness which the author views from the porch of his home, just outside his "workshop" windows—the wilderness where gold was discovered in the "roaring forties." The book is called

THE EVERLASTING WHISPER

THE vast forests and mighty ranges of the High Sierras form the background of this splendid romance of the present day. Out into the wilderness goes Mark King, adventurer and explorer, in answer to the Everlasting Whisper. With him on his hazardous quest, because conditions are such that he cannot safely leave her behind, goes Gloria Gaynor, a child of luxury, stranger to hardship and danger of any kind.

Hardship and danger come; others are headed for King's goal; an early blizzard roars over the ridges. The story becomes one of a strong man's struggle against savage nature and savage humanity and of a beautiful girl's gradual regeneration from a spoiled child of wealth into a courageous, strong-willed woman.

By the author of JUDITH OF BLUE LAKE RANCH and MAN TO MAN.

Gregory has put his best work into this novel, and it will respond.

Order your stock of THE EVERLASTING WHISPER now.

Published January 27

WITH FRONTISPIECE, $1.75

CHARLES SCRIBNER'S SONS FIFTH AVE., NEW YORK

JANUARY 20

Three Novels Announced for This Month

and a word or two about their authors

THE RAGGED EDGE

BY HAROLD MACGRATH

Fire-Tongue

By SAX ROHMER

The Tribal God

By HERBERT TREMAINE

Harold MacGrath's novel about China and the South Sea Islands is a thrilling character-story of literary excellence, which will further endear Mr. MacGrath to his widespread audience. . . . . Sax Rohmer has won popularity on the style of his enthralling plots, of which he has written another, based upon the sinister influence of an oriental mind . . . . Herbert Tremaine writes about the English middle class with surprising fidelity, and in his newest novel has dramatically employed the theme—Is family coherence based upon the love of money? **These novels, net, $1.75 each.**

Poems and Portraits

By DON MARQUIS

Net; $1.50

Watched by Wild Animals

By ENOS A. MILLS

Net; $2.50

The Advertising Year Book

for 1921-1922

EDITED By NOBLE T. PRAIGG

Net, $2.00

The American flavor of Don Marquis's humor—the beauty of his verse in serious vein—is appreciated by all bookfolk better than by most others. This volume is no exception to the rule of Marquis popularity. . . . Enos A. Mills has written a succession of nature books of such consistently deep interest that readers of all his others are sure to want each new one. . . . Noble T. Praigg has chosen well the messages of progress delivered to the great Atlanta Convention of advertising men.

THE VOGUE of fiction at this time of year will receive very readable contributions in the novels of MacGrath, Rohmer and Tremaine. Don Marquis's verse,— Enos Mills's nature studies,— have fascinations peculiar among the thousands who anticipate their works with a quick interest. Detailed descriptions of these books, as well as the other books of the complete Spring Catalog, will be sent on request to you.

Doubleday, Page & Co. Garden City, New York

AMERICA and the BALANCE SHEET of EUROPE

By JOHN F. BASS and HAROLD G. MOULTON

The Chicago Evening Post says:

"A book which must take rank at once as the most up-to-date and authoritative study of the present world conditions of business and finance. . . . . This reviewer has seen nowhere so courageous and comprehensive an attack upon the great economic problems that are now hanging like a black cloud over every civilized country. . . . . The pressing importance of its subject gives it an intense interest to any man or woman interested in great affairs. . . . . If you wish to think and talk informedly upon world reconstruction you must have this book."

A Book Widely Read, Discussed Reviewed and Advertised

The demand for it is growing steadily. International developments are keeping the interest in this subject at a high pitch. Be sure to have an adequate stock to meet the heavy demand that is being created. 1921, 361 pages, cloth, $3.00.

The Ronald Press Company

Publishers

20 Vesey Street New York

Publishers of ADMINISTRATION and of MANAGEMENT ENGINEERING

Preliminary Announcement

In collaboration with Messrs. Newnes of London, publishers of the original sumptuous illustrated edition of Wells' "OUTLINE OF HISTORY," G. P. Putnam's Sons announce for early publication

The Outline of Science

Edited by Prof. J. ARTHUR THOMSON

The aim of this work is to give in plain language an outline of the main scientific ideas of today.

A Great Story Simply Told

Thousands of readers will welcome the information this great work offers in every branch of science.

To be published uniform with the original English edition of the "Outline of History."

Will contain more than 800 illustrations, including 40 large plates in color.

Later announcement will give date of publication.

New York **G. P. Putnam's Sons** **London**

ANNOUNCEMENT

Beginning with the January issue the newsstand distribution of "Child Life" will be handled by the American News Company and its branches.

RAND McNALLY & COMPANY
Publishers

A Concise Guide to the Latest Books

Books *of the* Month

¶ In 205 cities of the United States and Canada, during 1921, 375 booksellers distributed this compact shopping guide to the new books

because

it has proved to be the "cheapest and most effective" form of advertising for retail book stores.

"The Booksellers' Ablest Assistant"

Into every envelope or package that leaves the book store ***Books of the Month*** carrying the store imprint can be inserted and distributed without cost for extra postage. Your usual postage expense becomes an asset. ***Samples and prices on request***

R. R. Bowker Co., Publishers
62 West 45th Street, New York

The Book Review

It sells books

¶ Says John G. Kidd, of Stewart Kidd, Cincinnati: "I can most gladly recommend ***The Book Review.*** In my mind it is the best and most individualistic of this sort of house organ. It has certainly produced results for us. I know our customers find it a real valuable guide for their selection of books."

"Makes Book Buying Easier"

Customers like reviews. Your name on the front cover of this 32 page list makes it your individual house organ. ***Send for rates or samples***

R. R. Bowker Co., Publishers
62 West 45th Street, New York

For the First Time--The Real Story

Making Woodrow Wilson President

Written by WILLIAM F. McCOMBS when he was chairman of the Democratic National Committee

The book is compiled from notes which were found in Mr. McCombs desk after he died.

There were more than 100,000 different pieces of paper covered with jottings put down by Mr. McCombs between committee meetings, hurried councils with the nation's greatest men, and convention sessions. THEY WERE THE QUICK, SURE, DEFINITE DETAILS OF WHAT HAD JUST HAPPENED.

Sensational Material
Surprising Revelations

For the first time, the inside story of how Wilson first met William G. McAdoo, Col. House, Col. George Harvey, Col. Watterson, Henry Morgenthau, and others is told.

The story of how Woodrow Wilson was made President of the United States is an invaluable book for the layman as well as for the historian, politician and sociologist. The book is a series of scenes from the most interesting portions of the lives of contemporaneous men.

Endorsed by prominent men

Charles D. Hilles (Rep. Nat'l Committee): "The McCombs story is deeply interesting. I believe it will carry deep conviction with the public."

Norman E. Mack (Dem. Nat'l Committee, N. Y.: "It is an enthralling story. I personally participated in many of the events which Mr. McCombs writes of so pathetically and graphically."

Postmaster General Will H. Hays, (Former Chairman, Nat'l Republican Committee): "It is gripping. They story should be read by every man and woman concerned with our political history and the great figures in it."

Charles F. Murphy, Leader of Tammany Hall, New York: "It is most absorbing. I sat up the better part of the night reading some of the chapters. I know of the facts with which Mr. McCombs deals so admirably."

Price $2.50 net
(Special Limited De Luxe Edition $5.00 net)
Regular Discounts to the Trade

Order from your jobber or from

THE FAIRVIEW PUBLISHING CO. Inc.
342 Madison Avenue New York, N. Y.

To be Published January 28th

One Bookseller says:

"If Evarts is going to write yarns like this, Zane Grey must look to his laurels."

12mo. 300 pages. $1.75 net

LITTLE, BROWN & CO., Publishers, BOSTON

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

January 7, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Half Century—Prospect

THE PUBLISHERS' WEEKLY with this issue begins what its present conductors hope will prove a second half century of usefulness, as its present editor, who has been at the helm for most of its years, records his hope that the successors of present chief and staff may hold to the same aims and ideals and win from a book-trade of vaster extent and prosperity, the appreciation for which the PUBLISHERS' WEEKLY gives thanks to its supporters thru the years past.

In the twenty-five hundred issues of the past fifty years, aggregating one hundred thousand pages, the PUBLISHERS' WEEKLY has sought in the development of successive years to give increasing service to the trade and help in the leadership toward greater usefulness and larger prosperity and this aim it will continue to cherish in the earnest belief and sincere hope that the American book-trade faces an era of service and prosperity far beyond its present attainments. The facts that the collections of all the public libraries in the country do not amount to one book per capita of our population and that the total production of books, Bibles included, from American presses does not reach one volume each year per capita, are sufficient evidence that the great field of book distribution has so far been harrowed rather than cultivated and that abundant margin of opportunity is still before us.

A difficulty in the way of the sale of good books has been the amount of reading time claimed by the newspapers and other periodicals, especially by the popular weeklies and monthlies of wide circulation. Such reading should, nevertheless, be the bridge to reading of a more permanent character and to the sale of a larger number of books, provided American publishers are ready to do their part. That part must be done by studying the taste of the public, providing a literature which will meet and elevate that taste, issuing books in a style and at a reasonable price which will cause the supply to increase demand and pushing forward promotion work in behalf of book distribution in which the book-trade should cordially co-operate with and have the cordial co-operation of the libraries thruout the country. In the past few years notable advances have been made in this co-operation, altho the increased price of books, necessitated by the increased cost of printing and until recently of paper, has stood seriously in the way of the greater use of books.

In this development of the future the PUBLISHERS' WEEKLY hopes and plans to do its part. It recognizes that a trade journal must both follow and lead, in sympathy with present methods, and looking forward to a future of better methods and larger achievements. Those who thru its columns are doing what they can in this service will hope that when the labor of each comes to an end their successors at the end of the first century of the existence of the PUBLISHERS' WEEKLY may have earned in larger proportion the appreciation which the book-trade has increasingly shown for the efforts of the past.

The College Text Book Problem

A FIELD of book distribution that is important in its gross amount but different in almost all its aspects from the general trade distribution is that of the college textbooks. These do not have just the same channels for selling as the grade books, which are in a large percentage of cases sold on state contract. There is much more individuality in the colleges in their selection of texts; and the problem of presenting these texts and of getting smooth-running distribution after they are accepted is a difficult one. We print in this number a paper on this subject by Frederick D. Hartman, a previous contributor, who feels that the dealer could take, to the advantage of all, a much more prominent part in the promotion plans in this field. Mr. Hartman's experience has been in Canada, and the PUBLISHERS' WEEKLY would welcome further discussion of this important problem.

E. P. Dutton in His Ninety-Second Year

OLD friends of the veteran E. P. Dutton will be glad to know that, with his birthday on January 4, he enters on his ninety-second year. He is still in health and vigor and with keen interest in affairs, tho with hearing somewhat and vision slightly impaired. It still delights him to recall the olden times in the Broadway store at Washington Place, where A. D. S. Randolph was neighbor, and the book-trade in general was centered in the neighborhood, tho these old times are seen thru a vista of years which few men have known. He retains his old home at 24 West 51st Street, within walking distance of the Fifth Avenue store which he still occasionally visits, and not long since he courteously opened the door as a youthful visitor of seventy-three departed and said good-bye with the cheerful word that he had told Mr. Macrae at luncheon that he had begun to consider himself old but meant to start a reformation at once and not feel old any more.

Mr. Macrae has had his residence with Mr. Dutton, while the daughter has been at college and the two Macrae boys have been making ready to take their places in the Dutton concern, to which one of them, John Macrae, Jr., has come during the past year, while the younger boy, Elliott Beach Macrae, will take up his work in October, 1922.

One of Mr. Dutton's most interesting reminiscences is of the lad who nearly forty years ago came to him from Virginia. A naval officer living at Washington entered the store and asked if place could not be found there for a lad of his acquaintance who wanted to find opportunity in New York. Mr. Dutton saw no reason why he should look with favor upon a youth from so far away. The officer made a yearly visit to New York and came a second time to the Dutton store, but again received a negative reply. A third year he came again and said that if the boy could be given a chance he would make good for the boy's expense, if he did not make good for himself. Mr. Dutton yielded, and at eighteen young Macrae came into the Dutton employ under the immediate supervision of Charles A. Clapp, the junior partner. The lad frequently took a bundle of catalogs home with him at night, despite the remonstrance of the other juniors that the day's work was ended. He told them that he wanted to learn all that he could about the stock and bookselling, and it came about that when Mr. Clapp wanted particulars about the stock it was to young Macrae that he always turned. There came sudden need for a traveler to make a western round, and when Macrae was given the opportunity he made good by bringing in a bigger order than any of his predecessors. Then came the need for someone to make a journey across sea, and again it was young Macrae who had won the chance. At once he made friends in London and was welcomed, not only to the offices, but to the homes of London publishers and began to establish the relations abroad which have since flowered into so great a development for the Dutton house.

Mr. Dutton feels that it was a special Providence which sent the lad to him, for in these declining years—if the adjective can be used of a man still looking upward—Mr. Macrae has been his mainstay as now the active head of the successful and vastly increased business of E. P. Dutton & Company, as well as a close personal friend. It is not always that such reward comes to a man for good deeds as has come to Mr. Dutton in this happy relationship.

Photo-Engraving Lock-out

THE agreement between the employers and employees in the photo-engraving field of New York came to an end on December 31st, and, as no agreement had been reached for an extension of arrangements, the shops were closed and notices posted which shut down the work for about fifteen hundred men. The employers insisted that a new arrangement must be made that provided for some lower scales of wage or an extension of the working week to forty-eight hours. The men contend that the present wage scale is fair and must be continued if they are to keep at work. The strike has affected only the commercial establishments, as the newspaper engravers are under another contract. The dispatches from Chicago from the officials of the Photo Engravers' Union say that they expect the lock-out will become general and that action similar to that in New York may be expected next week.

It was in this industry in New York where the Union claimed for a time the right to set the price at which the employers should sell their product to the consumer. They did this on the argument that union men who want the best conditions could not afford to work in a shop that sold its product for less than a certain fixed figure and that therefore in the interest of their craft they had the right to dictate the price to consumers. This situation, which would if carried into other industries have revolutionized American industry, was made illegal by a bill passed in the last New York legislature.

Shops now find that even with these discounts they cannot hold the business in New York under the present wage scale. The difficulty in handling business, they say, has been increased by the fact that the present wage scale of fifty dollars is increased in practice by the fact that members of the Union will not consent to work at this figure, and the shops claim that when they telephone for a man to Union headquarters the report is made that there are no men to work at the contract figure, as all are demanding more. This same reply is made, so the employers say, even tho it is well known that well over a hundred men have been out of employment.

Conferences are now in progress between the Photo Engravers' Board of Trade and the Photo Engravers' Union Number One, and it is hoped that a settlement will shortly be reached.

The College Text Book Situation

By Frederick Deane Hartman

"THE most persistently and consistently annoying source of perpetual unsatisfactoriness I ever thought could exist," was the reply one college professor gave me in answer to my inquiry as to what he thought of the present methods of supplying college text books."

"An infernal nuisance—requiring continual attention—lots of complaint and no money!" This is what the dealer who supplied the institution with which the above mentioned professor was associated had to say of the situation.

"College text books! I would give anything if we didn't have to publish them. There is more trouble and less money in that department of our business than in all of the rest of the departments put together." This came from the head of the publishing house which supplied the majority of the books used by the above mentioned dealer.

I have given these quotations because they quite well represent the respective points of view held by the persons chiefly concerned in the college text book question. It should perhaps be added that probably the view expressed by this publisher is only held by those publishers who do not specialize on educational publications and have relatively few college texts on their lists.

Were this the situation with any other line of book publishing the line would be promptly dropped, but, of course, it is recognized that college text books are essential and must be supplied. The responsibility therefore primarily lies with the publishers to study the causes of all this dissatisfaction and do what may be possible to remedy the situation.

The first point to come up for consideration is an analysis of the different methods of college text book distribution now in vogue.

(a) The most usual method of handling college texts is for some dealer, who specially caters to the student trade, to assume the responsibility of keeping informed as to the books recommended for adoption in the various courses, and also assume some of the responsibility of introducing the publishers' new texts to the professors and securing new adoptions.

(b) In a number of instances the institutional authorities appoint from one to three deserving and needy students for periods varying from one to four years to handle this business. As a rule, the institution assumes responsibility for the accounts and keeps the records. The students, of course, must arrange to do all the work outside their study hours and their interest in the development of the business is only temporary.

(c) In other instances an appointee is chosen by the institution who holds the position more or less permanently. Such a man is assured of all the institutional patronage and is guaranteed the co-operation of the professors. Such an appointee must, as a rule, supply his own financial backing. He feels himself to be in a very independent position, for he is practically protected from any competition.

(d) In the case of many smaller institutions, particularly those located in small communities, the institution itself does the purchasing of the texts and sells them to the students.

(e) In a very few instances at the beginning of each term the publishers have a representative on hand who sells directly to the students their requirements. Between the representative's visits, the professors purchase direct any books needed. This method of practice is now quite rare.

(f) In many places there have been tried various forms of "Students' Co-operative Stores" in which the capital is drawn from the students, who purchase their tickets varying in cost from five to twenty dollars each. At the end of each academic year the students receive that share of the profits which the number of tickets to which they hold would entitle them. It may be added that due to inefficient management the rebates are usually microscopic.

There are several other different methods in practice for handling college texts, but they are all more or less modifications of one of these already outlined.

We shall now examine the manner in which these various methods work in actual practice. Let us start with the case in which texts are distributed thru a retail dealer. Such a dealer may or may not be a lover of books with a sense of discrimination and literary discernment. Most generally he is not—so that he does not find a very sympathetic listener when he goes to introduce new texts to a professor, and tries to procure new adoptions. It is hard to say whether it is better to have a dealer with literary tastes or not, for so frequently those who have prove a dismal failure as a business executive. At any rate, a combination of business ability and keen literary discernment is exceedingly rare. This dealer whom we are describing handles the publications of a dozen or more publishers. As a rule, he does all the buying himself. He carries a broad stock, including countless stationery items, and makes a strong play for general trade to supplement the very seasonal college text business. He is the direct recipient of all complaints of the students which chiefly refer to the cost of the books. An average student unhesitatingly brands as a robber anyone charging over two dollars for a book. The dealer is very apt to become guided in his recommendations to professors by the retail price and thus frequently urges the adoption of a very inferior book, thus arousing the suspicion of the professor, who feels there must be some graft in the air, and promptly loses

confidence in the dealer altogether. This tendency towards a suspicious attitude toward the dealer by professors is further fostered by the fact that the dealer must charge professors full list price for books, whereas the professors find that by communicating direct with the publishers they either get the desired books free or, at least less, at a 20 per cent discount. The dealer does not maintain a staff which will permit him to give good educational service. It is quite common for dealers to accept orders for books the name of the publisher of which they do not know. If the firm receiving this order does not pick it up for the dealer, then the matter usually is dropped, and unless the customer placing the order does not inquire he will never hear of the matter again.

In the cases in which text book business is handled by students appointed by the institutional authorities the objections cited in the case of the ordinary dealer all hold the more strongly, as such appointees have only a temporary interest in the business and are very restricted in the amount of time they have available.

When a permanent appointment is made by the institution the greatest trouble arises from the appointee's sense of security in his position. He does not feel the necessity of learning far enough in advance the requirements of the classes. He knows that if one book is not available when the time comes another will be used, and in either case they will be supplied thru him. In short, he places the entire responsibility upon the publisher of keeping a stock of all the books listed bound up and ready for shipment. The publishers, however, have taken rather a broader view of the situation, and in order to keep the costs of texts down have tried to anticipate the exact requirements and not have the expense of enormous stocks in their warehouses.

The remaining instances cited under paragraphs "d," "e," and "f" are so closely related to the preceding case, in so far as their objectionable features are concerned, that we need not find it necessary to repeat.

The whole difficulty lies in the fact that in the rapid development of the universities, publishing houses, and dealers each has considered its own problems alone without giving proper consideration to the requirements and development of the other.

With the great increase in the number of elective courses in the college and university came, of course, the demand for many more and more varied texts. In order to meet this demand the publishers necessarily had to make provision to study the situation and also create a department to cover the field. With the creation of a new course at a university and the necessity of a suitable text being supplied, a publisher undertakes the responsibility. He must, in order not to lose money, get the book into use elsewhere and originally put it up to the dealer. In this regard it must be said that it would seem that many dealers have been rather short-sighted, for it can be truthfully stated that very very few are the college textual adoptions procured as a result of any dealer's efforts. In the first place, as before stated, the dealer may not be fitted for such work—not have the time, etc. At any rate, the promotion work has been left entirely to the publisher who does his work thru the college professors. It is, of course, out of the question to expect a college professor to buy every book he may consider for use—he is accordingly presented with a copy. This practice is a great source of annoyance to most dealers, who cannot see that in reality the professors are the salesmen for college texts and the more that is done to get texts into the hands of professors the greater is bound to be the demand for those books.

Coincident with the growth of the dealers' disapproval of this attitude of publishers towards college professors has been the growth of the attitude on the part of dealers that all promotion work and responsibility for the creation of demand for all books shall rest with the publisher. The publishers have more or less come to recognize this as the case and accepted the situation. This necessitates the publishers carrying a staff capable of handling this work and the reason there still exists so much dissatisfaction is because the publishers do not assume full reponsibility for the college text service, as the retailer maintains more or less the attitude that his territory is being encroached upon. The very fact that most of the publicity on texts goes out directly from the publisher tends to make the professors forget the dealer's place in the general book distribution.

There can be, it seems to me, two general solutions. One would be very difficult to accomplish and mean a very radical change, namely, to have the retailers take over the educational promotion of all the publishers. To bear this additional expense they would, of course, have to procure the books at much lower rates, for in the present situation it is very difficult for the dealer to net much, if anything, on the strictly educational lines.

The more practical plan for improving the situation would be to have an understanding with the professors and dealers that the service on college texts should come exclusively thru the educational department of the publishers, who would do all the work of getting the information on future requirements, securing new adoptions, etc. When the educational department received the information relative to texts to be used, etc., the matter could be referred to the respective dealer and the stock forwarded. It may be objected that this is virtually the present practice, but that is not true, because the final word in the matter of adoption is left with the professor to give the dealer. The professors are inclined to neglect this until rather late, as they know the dealer is always available and can be seen any time—or else they think the publisher will see the dealer, etc. The one sure thing is that confusion results. In my proposed suggestion it would be necessary first to make clear to professors the real necessity of the publisher being in constant possession of the progress of the college courses and knowing long in advance

the book to be recommended and so far as possible the number required. It is true that publishers are inclined to forget that a professor cannot tell exactly how many pupils will elect a given course or, even so, how many of these will be supplied with second-hand texts. However, by co-operation the requirements can be pretty well approximated. In this plan the dealer would be absolutely relieved of any responsibility of getting adoptions or anticipating requirements. As to the actual method in which the publishers and professors should carry on their co-operation, it would seem that matters would be expedited if each college department gave a monthly report of the texts used in the various courses, the reference books recommended, the relative satisfaction of books used, new recommendations and the number of students in the course.

True, this requires considerable time to be given by the professors, but their co-operation could unquestionably be procured if it were made clear to them that such effort would result in better service and cheaper books.

The publishers in the possession of such information could have no excuse for not being prepared and the dealer could have no complaint against the commission on educational books, with all the responsibility removed. It would, in effect, amount to their receiving the books on consignment.

Copyright Discussion

THE mid-winter meetings of the American Library Association with important action by the Council met at Chicago on December 29th, 30th and 31st. Two resolutions offered, with consequent discussion and decision, were of special interest to the book-trade, that on library revenues and that on copyright legislation. The special committee on library revenues, with Samuel H. Ranck, Librarian of Grand Rapids, as Chairman, brought in a resolution containing recommendations in regard to a better standard of library appropriations, putting the weight of the Association's opinion back of a plan advocating at least one dollar per capita for any community that wanted adequate service. After some discussion as to whether one dollar per capita would be suitable service for both large and small communities, the resolution was passed in the following form:

Submitted by Samuel H. Ranck, Chairman.

"The American Library Association believes that $1 per capita, of the population of the community served, is a reasonable minimum annual revenue for the library in communities desiring to maintain a good modern public library system with trained librarians. This sum should cover a main library with reading room facilities, branch libraries and reading rooms within easy reach of all the people, a registration of card holders equal to at least thirty per cent of the population, and a considerable collection of the more expensive books of reference, with a home use of about five volumes per capita. This allowance of per capita revenue may need modification in the case of the very small or very large communities, or which are otherwise exceptional. Small communities may often obtain increased library service for the same money per capita by enlarging the area of administration. The situation in large communities is often modified by the presence of good endowed libraries free for public use. Communities desiring their libraries to supply these needs extensively and with the highest grade of trained service, will find it necessary to provide a support much larger than the minimum of $1 per capita. This should cover extension work sufficient to bring home to the children, the foreign-speaking people, business men, artisans, advanced students, public officials, and in general all classes of the people, the opportunities that such a library is not only ready but is able to afford, with a service that is administered by trained librarians having special knowledge in their particular departments.

"The Committee recommends that further study be given to the whole subject of adequate support for high school and grade school libraries, and for college and university libraries, to be based on a knowledge of the existing situation with reference to such libraries."

The copyright situation was given discussion based on a resolution presented by Dr. M. Llewellyn Raney, Librarian of Johns Hopkins University, and Chairman of the A. L. A. Committee on Book Buying. This resolution takes issue with the Bill which is about to be introduced in Congress. Frederic G. Melcher represented the publishers in the discussion and argued for the Bill as drawn. All agreed that the United States should be a member of the Berne Convention, but the Bill provides that American publishers shall have full rights to the American market on any foreign book which they contract for, and the librarians are against any feature that will prevent them from buying any book in any market. The resolution as drafted and printed below was carried, and the discussion will be carried before the Congressional Committee.

Resolution Offered by Dr. Raney.

"*Whereas,* The Authors' League of America proposes national legislation, including repeal of the so-called 'manufacturing clause' in the present copyright law, in order to pave the way for the United States' entry into the International Copyright Union; and

"*Whereas,* The American Publishers' Copyright League (now the Bureau of Copyright of the National Association of Book Publishers) went on official record at its last session as supporting such legislation only on condition that libraries and persons be prohibited by

law from importing the foreign (tho authorized) editions of works copyrighted also in the United States, except by permission of the American copyright owners;

"*Be it resolved*, That the Council of the American Library Association records its pleasure at the prospect of authors' securing, without expense or formality, the international protection that is their admitted right;

"*Resolved, further*, That the Council reaffirm, however, the Association's wonted disapproval of any measure that would curtail or cancel the existing privileges of importation, supported, as they are, by American precedent and violative neither of the Federal Constitution nor of foreign practice;

"*Resolved*, That the Committee on Book Buying and that on Federal and State Relations be and are hereby instructed to take every proper and feasible measure toward rendering these resolutions as effective as possible."

Talk to Booksellers

EMIL HEIKEL, the Western representative of D. Appleton & Co., recently spoke before the J. K. Gill class in bookselling, and excerpts from the talk were printed in The *Bi-Weekly Gill-o-Gram*. We reprint the extracts here:

Bookstore As a Community Center

"What does it mean to you who arrive every morning and depart every evening

Six Days in the Week?

"You must rate yourselves with the interests of the community according to financial sheets AA1 or you are not filling your logical position. Are you satisfied in knowing this? Are you making a serious attempt to supply the needs, also the wants, of your community?

"The J. K. Gill Co. has been known for years as a place where books are bought and sold—no doubt founded on honesty and probity, otherwise the business could not endure and flourish. Are you in your individual work simply trading on your employer's honesty and business success, or are you building, helping men, women and children along the paths of progress? Are you as honest with your employer as he is with you. Are you delivering daily or just getting by? Let us consider a few minutes 'How'!

"I remember an incident which occurred some time ago. Swift, the author of 'Psychology' and 'Days Work,' was drawing me out along my line, 'Selling,' and I said, 'I impressed on the youth I was attempting to break in

Neat Clothes
Clean Linen
Clean Body

and finally knowing what you have to sell.' He smiled, objected, and said, 'That is not all.' I replied, 'No, but it is fundamental.'

"Think it over. Knowing what you have to sell! Did you ever thing how easy your job is made for you? I don't mean how difficult. Everyone knows the difficulties.

"The moment anyone enters your door the object of his coming is to buy something. That is the reason the public enter. You do not go out and bring them willy nilly. No! They come to buy. Then what is *your* attitude? Make them feel they come to the right place.

"If they are regular bookbuyers you are on the scales and are being weighed. If not, they may be fearful of this high-brow place. And it all depends on your attitude toward the seeker after knowledge—what you impart—what air or tone you take. Have you one approach for society people and another for the toiler? If so, why? Do you feel it necessary in selling fiction or literature, I mean anything not founded on the exact science, to have an opinion and back your opinion by selling or ignoring the book or books in question? If so, what is the value of your opinion in dollars and cents to your employer, who has his money invested? Every book purchased by your firm must have passed a test 'of the publisher and his advertisers' and of 'the head of your department,' that should be all that is necessary for you who act as distributing agent. If you are interested in a book for any reason naturally it is easier for you to enthuse and, as we say, 'Hand it out,' but what about the other nine or nine and ninety?

"Make an honest effort to see why it is published. You are not the judge of the picture, but the picture is the judge of you. Apply that to your book.

"And then when you reach that wonderful, glorious and most enviable position that you can fit the book to the man, you will say with pardonable pride: 'I have arrived.'

"In dealing with your people after they have bought what they came in for you must sell them something else to be of any value to your firm, and to do that you must know your stock and remember the fundamentals:

Attract attention,
Arouse interest,
Create desire,
Incite action.

"How shall you know your stock or become acquainted with it? *Study*.

"Read your trade papers, read reviews—assimilate one thought that you will always connect with that book. Take a moment when dusting or arranging stock to familiarize yourself with at least one statement made by the publisher on the flap of the cover and make that your sub-title.

"Do not make the mistake of recommending too many so that your client is unable to see the wood for the trees. You have in the beginning the confidence of the purchaser, a

valuable asset! Merit that confidence. He comes to you because he thinks you know. Live up to it.

"Is it not true, that the public judge you by your ability to help them? What a help you can be by knowing or even suggesting what a potential power for good your bookstore is in the community and you the individual to make it so. Many judge the city by the bookstore. Many consider the bookstore a civic institution and point to the bookstore with pride. J. K. Gill Co. is known favorably or otherwise by the individual who comes in contact with the public; therefore, it behooves you to give the best that is in you so that the public will be pleased and helped by your individual efforts."

Best Sellers in November

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country by *Books of the Month:*

FICTION

If Winter Comes by A. S. M. Hutchinson. *Little.*
The Pride of Palomar by Peter B. Kyne. *Cosmopolitan.*
Her Father's Daughter by Gene Stratton-Porter. *Doubleday.*
The Sheik by Edith M. Hull. *Small.*
Helen of the Old House by Harold Bell Wright. *Appleton.*
Main Street by Sinclair Lewis. *Harcourt.*

GENERAL

Mirrors of Washington. Anonymous. *Putnam.*
The Outline of History by H. G. Wells. *Macmillan.*
Mirrors of Downing Street. Anonymous. *Putnam*
Queen Victoria by Lytton Strachey. *Harcourt.*
The Cruise of the Kawa by Walter L. Traprock. *Putnam.*
The Americanization of Edward Bok by Edward Bok. *Scribner.*

Books in Demand at the Libraries

THE January number of the *Bookman* shows that the following were the most popular books at the public library during the month of November:

FICTION

Main Street. By Sinclair Lewis. *Harcourt.*
Helen of the Old House. By Harold Bell Wright. *Appleton.*
Her Father's Daughter. By Gene Stratton-Porter. *Doubleday.*
The Brimming Cup. By Dorothy Canfield. *Harcourt.*
If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*
The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*

GENERAL

The Outline of History. By H. G. Wells. *Macmillan.*
Queen Victoria. By Lytton Strachey. *Harcourt.*
The Mirrors of Washington. Anonymous. *Putnam.*
The Mirrors of Downing Street. Anonymous. *Putnam.*
The Americanization of Edward Bok. By Edward Bok. *Scribner.*
Margot Asquith: An Autobiography. By Margot Asquith. *Doran.*

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Alantic Monthly's* Bookshelf in the January number are:

Life and Letters of Henry Lee Higginson. By Bliss Perry. *Atlantic Monthly Press.*
History: Its Theory and Practice. By Benedetto Croce. *Harcourt, Brace & Co.*
The Young Enchanted: A Romantic Story. By Hugh Walpole. *Doran.*
Forty-Odd Years in the Literary Shop. By James L. Ford. *Dutton.*
The Book of Jack London. By Charmian London. *Century.*
The Man in the Street. By Meredith Nicholson. *Scribner.*
Woodrow Wilson as I Know Him. By Joseph P. Tumulty. *Doubleday.*

Zona Gale Predicts the Novel of Tomorrow

"THE chief course of the novel of tomorrow is to uncover commonplace beauty, as today it is uncovering commonplace ugliness," said Miss Zona Gale, the author of "Miss Lulu Bett," in a talk Sunday evening at Unity Forum, Montclair, New Jersey.

"Criticism of the new American novel often amounts to a dislike of the book because it is not about pleasant people. The person who does not like a book because he would not like the people is to be classed with the devotee of the motion picture or the barrel organ—for I purposely link those two.

"The hope of the novel today is to see the least attractive thing. To hate the sinner has been the old order; while to hate the sin and to love the sinner is the word of tomorrow. The custom of the novelist is to pick out a single, noble, fallen soul and to idealize him. The men of the new fiction contend chiefly in commonplace circumstances and do not always win.

"Recognition of the value of the commonplace and a tardy turning to native sources of supply are characteristics of the present day novel. The malady of the American novel is the lack of beauty as a force.

"Our novels are scattered over with beautiful passages, but the warp and woof of beauty we do not weave. This is the whole reason for the novel—today to look for ugliness and hate it; tomorrow to look for beauty and find it."

In the Field of the Retailer

MRS. OLIVE ROBERTS BARTON ENTERTAINS VISITORS AT MARSHALL FIELD'S, CHICAGO

MRS. OLIVE ROBERTS BARTON, the creator of the two new children in fiction, Nancy and Nick, entertained the younger set of Chicago at Marshall Field's recently. There were several characters from her Nancy and Nick books parading around in costumes, and these peculiar figures aided the children in their reception to the twins. The party lasted for two days and Marcella Burns Hahner was hostess to the children. Wesley Banbolt and Barbara Wilson played the parts of the twins Nancy and Nick.

In her baggage Mrs. Barton brought the magic shoes, the magic mushrooms and all the treasures of her imagination lands. Her books, five in number, have been published by Doran under the title "Nancy and Nick" series, embracing the Lands of Dear-Knows Where, Helter Skelter, Nearby, Topsy Turvy and Scrub Up. Mrs. Barton is a sister of Mary Roberts Rinehart.

Stimulating New Book Departments

IN the December 8th number of *Geyer's Stationer*, the oldest periodical in that field, the leading article was entitled "Regarding the Book Department. The Process of Stocking and Selling Books Described Fully for the Dealer Attracted by Profits Made on This Line." This article, which covered all phases of the book promotion problems as approached from the point of view of a stationer or gift shop dealer, was supplied to the magazine by the National Association of Book Publishers.

A Thrift List

A RENEWAL of the Thrift Week campaign, which has been held annually for several years, is to begin on January 17th, Franklin's birthday. In this connection, the American Library Association has published an excellent little annotated reading list entitled "Books and Thrift," edited by Ruth G. Nichols, Librarian of the Federal Reserve Bank, Chicago. This 8-page booklet can be purchased by booksellers or libraries at the rate of $3 per 100 or 30 copies for $1.

Bookselling in Kilts

IT is a dull day nowadays that does not see a new bookshop started. C. F. B. tells us that Newark now has a bookstore since Bill Rankin, an Amherst man, has started one at 174 Washington Street. And then we hear that Old Hector MacQuarrie, the Laird of Ulva, has started a bookshop at 27 University Place. That interests us greatly, because Hector, himself a Caledonian of magnificent lineage and astoundingly agreeable disposition, says he proposes to conduct his bookshop on the Scots plan. He promises to wear kilts every Friday; to keep a tame haggis on the premises; and to speak the Gaelic for any customer who makes a cash purchase of over $5. We have heard of bookselling being a cult; now it is also a kilt.

—CHRISTOPHER MORLEY in the New York Evening *Post*.

An Uncorrected Galley

The presidency of the plot tellers' club goes without contest to Mrs. Sparrow. "Do you really think the countess killed him?" she remarks, as her husband reaches the pithy part of the mystery story. "Oh, dear, I am dying to tell you. It doesn't come out at all as you expect it to. You've guessed, of course, that the ivory box hasn't got anything to do with the murder. Have they caught the one-eyed man yet? There, I shouldn't have told you, but he did it—revenge, don't you see? But mercy, I mustn't give the plot away!"

When Mr. Stillwater begins a book he never knows when he is going to finish it, if ever. There are so many uses to which his family can put a stray book—to hold the door back, to press flowers in, to set the baby on at dinner—that he really ought not to expect to find it where he left it. We show the nightly search under way, just as Mrs. Stillwater remembers that the book is serving in place of a caster under the baby's crib and that therefore it can't possibly be touched until morning.

GLUYAS WILLIAMS in the New York *Times*.

Mistress—"Can you tell me how it is, Jane, that whenever I come to the kitchen I find you reading?"

Jane—"I think that it must be them rubber 'eels you wear, Ma'am!"—From Punch Drawings by F. H. Townsend (Stokes).

Why Read History?

A C. McLAUGHLIN, of the University of Chicago, in a review of "The Chronicles of America" issued by the Yale University Press, made this plea for the reading of history in the New York *Post Literary Review:*

"To say that if the people of a nation are to manage its affairs and determine its policies they should know something of its history is simply to say that they must know its character. For how is character disclosed except by conduct? The saying is so trite it is almost valueless and has long gone unheeded. It is high time that some attention be paid to it. Those, moreover, who are frantically fearful of new nostrums and of violent convulsions in the body politic may be urged to read history. It is quieting to the nerves; it soothes without depressing, but it also clears the vision. It is good for the radical and the revolutionist, too, because he gets some idea of how steadily society has moved on from stage to stage and how the past has insisted on reproducing itself often in a new disguise. The violent reformer will be less ready to husband and fondle his pet cure-alls; he will find, if he thoughtfully reads, that the one thing we can't be rid of is the past; it not only dogs our footsteps, but we meet it face to face at the next turn of the road; and it simply will not be fashioned over in accord with the dictates of a formula. History reading is a wholesome diet for the conservative, for he will discover that, while the past cannot be destroyed, it cannot be preserved unaltered. The historical minded man is sure of one thing: the social order is going to change; for better or for worse change is coming; life is a series of accommodations and readjustments. The reader of history finds that while a generation of men are anxiously attentive to what appears to be the conspicuous tendency of their day there is and has been an unseen current carrying them towards a condition they have not dreamed of. He will probably find that no generation quite knows itself, because its deeper significance can be comprehended only when one sees its product, and the product is only fully disclosed by the next generation or succeeding stage. The impatient radical and the choleric conservative may, if they will, from history learn modesty, and may each gather respect for the opinion of the other. One of the trying and disturbing manifestations of modern American life is the mental immobility of the conservative, for conservatism so easily becomes obstinacy, and obstinacy begets intolerance, and intolerance makes fellowship and understanding impossible, and misunderstanding foments quarrels. Whether we like it or not, changes are going to come. Let the immobile minded man read history; he is likely to find, if it be real history, that he will be inclined not simply to watch the wake of the vessel, but to peer ahead to see whither the next turn of the wheel may take him."

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

GEORGE Madden Martin (Mrs. Attwood R. Martin), whose new novel, "March On" was recently published by Appleton, is now associate editor of *The Woman Citizen*, in which she is associated with Mrs. Cary Thomas, Mary Garrett Hay and Dorothy Canfield Fisher.

One of the new and interesting book departments which has been started within the last two months is that of James A. Hearn, West 14th Street, New York. This department is located on the fourth floor, and is combined with the Gift Shop.

The books are arranged in racks at the sides of the room, with tables directly in front of them, while the centre of the floor is given over to various types of merchandise suitable for presents. All classes of literature are included in the stock, a large portion of which is given over to religious books and articles. Children's books are given a prominent place, and they cover a wide variety of titles. This new department is in charge of Miss Grady, whose name is a new one to the book-trade, but who is, from the appearance of the department, going to accomplish things worth while.

Marion Cutter, the proprietor of the Children's Book Shop, 5 West 47th Street, is a contributor to the Sunday book page of the New York *Tribune*, writing on the subject of new books for children. Her column is given one of the most prominent places, and includes both chatty criticism and suggestions to parents for book selection. Miss Cutter has recently been elected First Vice-President of the Women's National Book Association.

The regular monthly meeting of the Women's National Book Association will be held at the Children's Book Shop on the evening of January 19. It is requested by the new president, Belle M. Walker, that as many members as possible attend, as there will be many things of interest discussed, among which is the proposed reduction of yearly dues from $6 to $3. Beside the business mentioned, there will be present two authors, who will address the members.

Plans are already under way for the annual dinner, and the heads of the committees are as follows:

Ticket: Alice Dempsey; Entertainment: Mrs. Robert E. Sherwood, assisted by Carolyn Ulrich and Sophie Kerr Underwood; Dinner: Virginia Smith Cowper.

A new venture in the world of books has been launched at 2255 Broadway, New York, in the form of a Catholic circulating library, which includes books for the old as well as the young. The books have been very carefully selected, and include works by Catholic and non-Catholic writers. Beatrice Ridder is in charge, and her catalog will include the best of recent books, together with titles in history, biography, science, travel, etc., by writers of yesterday and to-day. The works of Joyce Kilmer, Canon Sheehan, Maurice Francis Eagan, John Ayscough for adults have been chosen, together with stories of Zane Grey, Eleanor Porter, Louisa M. Alcott and Thornton Burgess for the younger set.

Miss Ridder has tried to keep in mind, while making selections, the advice of a celebrated man to his son: "Keep good company or none." There is also a plan on foot to foster the book-owning habit, and books may be bought from the library as well as borrowed. If one does not wish to buy a new book, those which have seen a reasonable amount of service, may be purchased for a small sum.

The book store of Gimbel Brothers, New York, in charge of Alice Dempsey, enjoyed an old-time Christmas "rush" in all sections of the department. This was especially true of the Juvenile section, which this Christmas reaped a harvest from Children's Book Week. Miss Dempsey had two authors in her department on alternate days of that week, who held story-telling periods. They were David Cory, whose "Puss in Boots, jr." stories are popular among children and Howard Garis, who told all about Uncle Wiggeley.

The Little Bookstore in East Sixtieth Street, New York, has an attractive correspondence card that gives a personal touch to all the notices that go out. This card is 4¼ x 5½ and has a decorative border with the name and address of the shop in a scroll across the top. There is a good sized writing space, and it can be mailed at the one cent postage rate. This forms a very effective way of notifying people about books that have come to hand which should be of special interest to them.

Sara Teasdale is at work on an anthology of poems for children, to be called "Rainbow Gold." The book will be illustrated by Dugald Stewart Walker and will be brought out next year by the Macmillan Company. Miss Teasdale will include about seventy poems from Chaucer to Robert Frost.

Obituary Notes

LEMUEL W. BANGS

LEMUEL W. BANGS for many years resident representative of Charles Scribner's Sons in England, died at his home in London on December 15th. Mr. Bangs, who was born in New York in 1840, was related to the well-known family of auctioneers of literary property. His uncle, Lemuel Bangs was the original Bangs of the house of Bangs, Merwin & Company. In early manhood he entered the employ of the Scribner house and in the course of time became manager of the foreign department which in those days was conducted as a separate business under the name of Scribner & Welford. When Mr. Welford, the resident London agent, died in 1885, Mr. Bangs became his successor and was permanently stationed there ever since. His knowledge of books and of publishing conditions was remarkable, and in addition to the regular importing business of the firm many important finds and purchases of literary rareties have distinguished his work. In his long London residence he made a host of friends and was a well-known figure in publishing circles. He was one of the comparatively few American members of the Garrick Club.

Scrantom, Wetmore & Company Becomes "Scrantom's Inc."

THE business of Scrantom, Wetmore & Company, Rochester, N. Y., has just been reorganized and hereafter will take the name of "Scrantom's, Incorporated."

Albert C. Walker and Joshua T. Gorsline recently purchased the interest of Lansing G. Wetmore in the partnership and incorporated the business, associating with them as stockholders Edward H. Walker, manager of the social stationery and engraving shops; Harry A. Tompkins, manager of the commercial stores, and Frank A. Davis, assistant manager; Howard L. Peak, manager of the wholesale department; D. Karl Medcalf, manager of the book store. Louis G. LaBorie, manager of the sporting goods and toy shop, and Ernest E. Gorsline general manager.

The Board of Directors of the corporation will consist of Albert C. Walker, president; Joshua T. Gorsline, treasurer; Edward H. Walker, Harry A. Tompkins and Ernest E. Gorsline.

The business was organized in May, 1868, by Elbert Henry Scrantom, who with Lansing G. Wetmore opened a book and stationery store at No. 10 State Street, under the name of Scrantom & Wetmore. A year later Albert C. Walker was called from New York to take charge of the book business as a third partner and some years later the firm became Scramtom, Wetmore & Company. The personnel of the firm remained unchanged until the death of the senior partner, Mr. Scrantom, in 1905, when Joshua T. Gorsline, who had joined the company in 1883 as financial man, entered the partnership.

Reduction in Postage Rates

THE Postmaster General announces that on and after January 1, 1922, the domestic postage rate of two cents an ounce or fraction thereof will apply to letters for Argentine, Brazil, Costa Rica, Ecuador, Jamaica and Martinque. Heretofore the regular rate of five cents applied to these countries.

Communications

Better Pay, Better Work

Albany, 27 December, 1921.

Editor, PUBLISHERS' WEEKLY:

Printers and binders, especially in New York City, are being paid more than ever before. Is there no way to insure better work than ever before?

A recent small shipment of books to this library shows—

"Letters From A Cat," put into the cover upside down.

Van Doren's "The American Novel," containing signature printed only on one side.

Rolt Wheeler's "Boy With the U. S. Inventors," with fourteen pages printed only on one side.

Is there no way in which such imperfections, and there are more of them than ever before, can get back, in the way of penalty, to the responsible workmen?

Very truly yours,

J. I. WYER.

Personal Note

EDWIN GILE RICH, General Manager of Small, Maynard & Company, is spending the month of January in London in connection with the publication plans of the house for the ensuing year.

Correction

"Medical Electricity," by Sinclair Tousey, published by W. B. Saunders Co., was listed in the "Weekly Record" of Dec. 10 as by Sinclair Terry.

Changes in Price

THE REILLY & LEE COMPANY

Announce a reduction in prices of all of their Graduation and School Memory Books, effective January 3, 1922.

Business Notes

ATLANTIC CITY, N. J.—Ogilvie's Book Store is a new concern recently opened at 33 South Pennsylvania Avenue.

CHICAGO, ILL.—C. F. Liebeck has recently moved into larger quarters, and has added stationery to the stock of books. The new address of the firm is 849 East 63 Street.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

American book-prices current; a record of books, manuscripts and autographs sold at auction in New York, Boston, and Philadelphia, from September, 1919, to July, 1920; being the season of 1919-1920; compiled from the auctioneers' catalogs; [v. 26.] 17+1042 p. O '20 c. '21 N. Y., E. P. Dutton & Co., 681—5th Ave. $20 n. [600 copies]

American Medical Association
Laws [abstract] and board rulings regulating the practice of medicine in the United States and brief statements regarding medical registration abroad; rev. to August 1, 1921; 31st ed. 236 p. fold. tabs. D c. '21 Chic., American Medical Assn., 535 N. Dearborn St. 60 c.

Armstrong, George S.
Essentials of industrial costing. 13+297 p. charts, forms, facsms., fold. diagr. O c. '21 N. Y., D. Appleton & Co., 35 W. 32nd St. $5 n.
Partial contents: Economic development and necessity of costing; The purpose and functions of costing; The costing of depreciation, interest and power, The connection of costing with the general books and the preparation of monthly statements therefrom.

Bade, Jarret
The English dominicans. 236 p. O '21 N. Y., Benziger Bros., 36 Barclay St. $6 n.

Baines, Arthur E.
Germination in its electrical aspect; a consecutive account of the electro-physiological processes concerned in evolution, from the formation of the pollen-grain, to the completed structure of the seedling; together with some further studies in electro-physiology; with over 130 drawings from original photographs. 20+185 p. (1 p. bibl.) O '21 N. Y., Dutton $6 n.

Baxter, George Owen
Free Range Lanning; a western story; front. by Edgar Wittmack. 11+303 p. D '21 N. Y., Chelsea House, 79—7th Ave. $1.75

Beebe, Lucius M.
Fallen stars [verse]. 31 p. D [c. '21] Bost., The Cornhill Co., 2a Park St. bds. $1.50 n.
Some of these poems appeared in *The American Poetry Magazine, The Berkshire Courier* and other papers.

Behenna, Catherine Arthur
Mystic songs of fire and flame; with an appreciation by Stanwood Cobb [verse]. 10+78 p. D [c. '21] Bost., Cornhill bds. $1.50

Bowman, James Cloyd
On the Des Moines [verse]. 118 p. D [c. '21] Bost., Cornhill $1.50

Braithwaite, William Stanley Beaumont, ed.
Anthology of magazine verse for 1921; and year book of American poetry. 13+294 p. O [c. '21] Bost., Small, Maynard & Co., 41 Mt. Vernon St. bds. $1.50

Broadhurst, Jean
All thru the day the Mother Goose way; Mother Goose's children of long ago; what gave them pains and aches and what made them grow. no paging il. D [c. '21] Phil., J. B. Lippincott Co., East Washington Sq. bds. 75 c.
Jingles and rhymes which will help children form good health habits.

American Institute of Mining and Metallurgical Engineers
Handbook of mining in the Lake Superior region; prepared for the Lake Superior meeting of the American institute of mining and metallurgical engineers held in August, 1920; Section 1, by Alexander N. Winchell; Section 2, by Engineers club of northern Minnesota and Duluth engineers club. 260 p. front. (port.) il. pls. fold. maps diagrs. O '20 N. Y., American Inst. of Mining and Metallurgical Engineers, 29 W. 39th St. $3

American (The) Library institute papers and proceedings, 1920; 1921 [2 v.] 58; 71 p. O '21 Chic., American Library Assn., 78 E. Washington St., pap. pt. 1, $1; pt. 2, $2

Bamford, Edwin Fitton
Social aspects of the fishing industry at Los Angeles harbor. 15 p. tabs. O (Studies in sociology; sociological monograph, no. 18; v. 5, no. 2) Los Angeles, Cal., Southern Cal. Sociological Soc.; Univ. of Southern California pap. 20 c.

Beach, L. M.
Sand and gravel in 1920. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Berry, Edward Wilber
Tertiary fossil plants from Venezuela. various paging pls. O (No. 2388; from the proceedings of the U. S. Nat, Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Blaisdell, Frank E., sr.
New species of melyridae, chrysomelidae and tenebrionidae (coleoptera) from the Pacific coast; with notes on other species. various paging il. Q (Univ. ser., biological sciences, v. 1, no. 3) '21 Stanford Univ., Cal., Stanford University pap. $1

Bryin, Servaas de
De engelsche meester; self-instructor for Dutch to learn English [3 v. in 1]. 585 p. D '21 Milwaukee, Wis., C. N. Casper & Co., 454 E. Water St. $3 n.

Burnham, Smith
The making of our country; a topical history of the American people; il. with 334 engravings in black and white, 51 maps, and 8 col. pls. from the J. L. G. Ferris collection of American historical paintings. 16+637 p. col. front. il. col. pls. maps O [c. '21] Phil., J. C. Winston Co., 1006 Arch St. $3 n.

[Callahan, George]
Health and life; health methods, modern discoveries relating to food, rules for mind development, efficiency and success; 6th ed. 5+200 p. D '21 N. Y., G. Callahan & Co., 218 Front St. $2

Cheel, Ernest C.
Co-operative accounting; pt. 1, Store records and accounts as worked out by Henry F. Christensen; pt. 2, Co-operative book keeping. 15 p. fold. forms O c. '20 N. Y., The Co-operative League of America, 2 W. 13th St. pap. 50 c.

Cobb, Percival B.
Songs of the world [verse]. 65 p. D [c. '21] Bost., Cornhill bds. $1.50 n.

Corthell, Roland
On the sidewalk. 61 p. D [c. '21] Bost., Cornhill bds. $1.25 n.
Short sketches of life in the crowded city street.

Dante Alighieri
La divina commedia; the divine comedy of Dante Alighieri; by Melville Best Anderson. 449 p. il. O [c. '21] Yonkers, N. Y., World Bk. Co., 333 Park Hill bds. $20 bxd. [390 copies]

Danysz, Jan
The evolution of disease; with a discussion of the immune reactions occurring in infectious and non-infectious diseases: a theory of immunity, of anaphylaxis and of anti-anaphylaxis; tr. by Francis M. Rackemann. 12+194 p. il. O '21 Phil., Lea & Febiger, 706 Sansom St. $2.50 n.

Davis, George Wesley
Sketches of Butte. 6+179 p. il. D '21 Bost., Cornhill $1.75 n.

De Leon, Daniel
Anti-Semitism; its cause and cure. 26 p. front. (por.) D c. '21 N. Y., New York Labor News, 45 Rose St. pap. 25 c.

Drever, James
The psychology of industry. 11+148 p. (2½ p. bibl.) D '21 N. Y., Dutton $2.50 n.
Partial contents: The intelligence of the worker; The vocational fitness of the worker; The study of fatigue; Work and rest periods; Other factors influencing efficiency of work; A foot-rule for intelligence-testing.

Duran, Leo, tr.
Plays of old Japan. 12+127 p. col. front. D c. '21 N. Y., Thomas Seltzer, 5 W. 50th St. $2.50 n.
Folk plays that have grown out of the life and spirit of the people.

Eagle, Edward E.
The hope of the future; forewords and messages by Hon. Warren Gamaliel Harding; Hon. David Lloyd George, Hon. Arthur Meighan, Hon. William Morris Hughes, Hon. William Massey, Sir James Craig. 9+141 p. front. (por.) pors. O [c. '21] Bost., Cornhill $2 n.
An interpretation of the life, customs and the spirit of the British Empire, especially of the Dominions.

Eaton, Mrs. Charlotte
Stevenson at Manasquan; with a note by Francis Dickie on the yacht Casco and six Stevenson portraits by George Steele Seymour. 48 p. il. S (Little Bookfellows ser.) [c. '21] Chic., The Bookfellows, 4917 Blackstone Ave. bds. $1.50 n.

Elliot, Robert Henry
The care of eye cases; a manual for the nurse, practitioner and student; with 135 illustrations. 12+172 p. O (Oxford medical pub.) '21 N. Y., Oxford Univ. Press, 35 W. 32nd St. $4.50 n.

Emerson, John, and Loos, Anita [Mrs. John Emerson]
Breaking into the movies. 5+115 p. front. pls. D [c. '21] N. Y., James A. McCann Co., 186 W. 4th St. $1.50 n.

Eucken, Rudolf Christof
Rudolf Eucken, his life work and travels; by himself, tr. by Joseph McCabe; [with a list of the works of Eucken tr. into English, 1p.] 216 p. front. (por.) O '22 N. Y., Charles Scribner's Sons, 597—5th Ave. $3 n.

Faxon, Frederick Winthrop, ed.
Annual magazine subject-index, 1920; including as pt. 2 The dramatic index, 1920; [2 v. in 1.] various paging O '21 Bost., The F. W. Faxon Co. $15 n.
The dramatic index for 1920; covering articles and il. concerning the stage and its players in the periodicals of America and England and including the dramatic books of the year; compiled with the co-operation of librarians. 289 p. O '21 N. Y., The F. W. Faxon Co., 83 Francis St. $7.50 n.

Committee on Manufacturing Risks and Special Hazards
Structural defects influencing the spread of fire; suggestions for their elimination and protection; [rev. ed.] 18 p. diagrs. plans O ['16-'21] Bost., National Fire Protection Assn., 87 Milk St. pap. 10 c.

Department of the Interior. U. S. Geological Survey
Forty-second annual report of the Director of the U. S. Geological Survey [George Otis Smith], to the Secretary of the Interior; for the fiscal year ended June 30, 1921. 108 p. tabs. fold. map O '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

De Valera, Eamon
India and Ireland. 24 p. S '20 N. Y., Friends of Freedom for India, 799 B'way; Room 536 pap. 25 c.

Dunlop, J. P.
Gold and silver in 1919; general report; pub. October 31, 1921. various paging tabs. fold. chart O (Dept. of the Interior; U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Eggleston, DeWitt Carl
An ideal accounting system for a retail bookstore; [including chapters on Control by means of accounting system; Income tax requirements; Analysis of expenses; Stock turnover; Cash book; Purchase journal.] 8 p. O [n. d.] N. Y., National Assn. of Book Publishers, 334 5th Ave. pap. gratis

Fellowes, Edmund Horace
The English madrigal composers. 304 p. O '21 N. Y., Oxford Univ. Press $7.20

Fitzpatrick, Benedict
Ireland and the making of Britain; with map of medieval Ireland and Britain. 15+363 p. fold. col. map O '22 c. '21 N. Y., Funk & Wagnalls Co., 354—4th Ave. $4 n.
A study of the historic relations between Ireland and England.

Fletcher, Jefferson Butler
Symbolism of the Divine comedy; pub. by Columbia university in commemoration of the 600 anniversary of Dante's death; introd. by Nicholas Murray Butler.] 8+245 p. D c. N. Y., Lemcke & Buechner, 32 E. 20th St. $2 n.

Flower, Sydney Blanshard
The new thought system of dietetics. 95 p. S (No. 4, One-best-way ser. of New Thought bks. [c. '21] Chic., New Thought Bk. Dept., 722 Sherman St. $1
Partial contents: The calories of food; Food values in handy form; Milk, the perfect food; The right diet for the office worker; The right diet for the fat man and woman; The over-refining of foods.

Gaynor, John J.
The wine of withery [verse]. 111 p. S [c. '21] N. Y., J. T. White, 70—5th Ave. bds. $1

Gleason, Martin F.
First steps in water color painting. 100 p. il. O c. Milwaukee, Wis., Bruce Pub. Co. $1.25 n.

Guest, Gilbert, pseud. [Sister Mary Angela]
Loretta; the sunshine of the convent; a novel. 7+175 p. D '21 Omaha, Neb., [The Author], 1424 Castellar St.

Hagy, H. F.
Eight hundred receipts worth their weight in gold; including perfumes, tooth-powders, hair washes and oils, cosmetics, preserving, cakes and puddings, etc. 320 p. S '21 Milwaukee, Wis., Casper $1

Hall, Guillermo Franklin
Poco a poco; vocabulary ed. 343 p. il. O (New world Spanish ser.) [c. '21] Yonkers, N. Y., World Bk. Co. $1.64 n.

Ham, Charles
Outline of modern European history; 1700-1920. 4+92 p. O (Review bk. ser.) [c. '21] N. Y., Globe Bk. Co., 175—5th Ave. 67 c.

Hamilton, Frederick Spencer
The vanished pomps of yesterday; being some random reminiscences of a British diplomat; new and rev. ed. 13+362 p. O '21 N. Y., G. H. Doran Co., 244 Madison Ave. $4 n.

Hanna, W. Walker
The Cuban insurrecto; in blank verse; a military drama; other choice and popular poetry including Which chose the best; To find heaven; The soldier of the sea; The United States navy; The army of the U. S. A.; also essays, stories, addresses, etc., including Alaska and its resources and concluding with the great war of 1914 its causes. 10+158 p. front. (por.) pls. pors. D [c. '21] N. Y., [Author], 455 W. 22nd St. $2.50 n.

Harrison, Marguerite E.
Marooned in Moscow; the story of an American woman imprisoned in Russia. 8+322 p. front. (por.) O [c. '21] N. Y., Doran $3 n.
The story of a woman newspaper correspondent who spent eighteen months in Soviet Russia, telling merely what she saw there of the social and economic life.

Hart, Louise
Poems. 45 p. D [c. '21] Bost., Cornhill bds. $1.50

Haseltine, Burton
Griffonage; poems; with designs by Mildred Ross. 16 p. pls. O [c. '21] Chic., The Bookfellows pap. 50 c. [250 copies]

Hémon, Louis
Maria Chapdelaine; a tale of the Lake St. John country; tr. by W. H. Blake. 288 p. D c. '21 N. Y., The Macmillan Co., 66—5th Ave. $2 n.
The love story of a daughter of a Canadian pioneer.

Homer
The story of the Iliad; retold by F. S. Marvin, R. J. G. Mayor and F. M. Stawell. 224 p. front. il. S (The kings' treasuries of literature) [n. d.] N. Y., Dutton 70 c. n.

Immel, Ray Keeslar
The delivery of a speech; a manual for Course I in public speaking. 333 p. D c. '21 Ann Arbor, Mich., George Wahr $1.80 n.
Partial contents: The nature of a good speech; Fundamental qualities of delivery; Formal qualities of delivery-action; Formal qualities of delivery-voice; Suggestions for memorizing.

Gray, Lewis Cecil, and Turner, Howard Alfred
Buying farms with land bank loans; a study based on the experience of 2700 farmers who have borrowed money through federal farm loan banks. 27 p. maps O (U. S. Dept. of Agric., bull. no. 968) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Greve, Frederick William, and Martin, R. R.
Flow of water through, 4, 6, 8 and 10-inch galvanized spiral riveted steel pipe. 32 p. tabs. diagrs. O (Pub. of the Engineering dept., v. 5, no. 2, bull. no. 8) O Lafayette, Ind., Purdue University pap.

Griffith, Reginald Harvey
The great torch race; an address delivered at the dedication of the Wrenn library. no paging O [n. d.] Austin, Tex., University of Texas pap.

Hall, W. L., comp.
Handbook of the Virginia state library. 36 p. O (Bull., v. 14, no. 1) '21 Richmond, Va., Virginia State Library pap.

Hasselman, Frank G.
The breeding of skunk; and other fur-bearing animals. 12 p. pls. O (Pub. no. 17) '21 Indianapolis, Ind., The Dept. of Conservation; Division of Fish and Game pap.

Hegner, Robert Wilhelm, and Cort, William W.
Diagnosis of protozoa and worms parasitic in man. 72 p. (1½ p. bibl.) il. tabs. D '21 Balt., The Johns Hopkins Univ. School of Hygiene and Public Health bds. gratis

International Conciliation
Present problems of the commonwealth of British nations; conference of Prime Ministers and representatives of the United Kingdom, the Dominions and India, held in June, July and August, 1921. various paging D (No. 167) '21 N. Y., American Assn. for International Conciliation, 407 W. 117th St. pap.
Washington conference on the limitation of armaments; December, 1921; [addresses of Mr. Harding, Mr. Hughes, Mr. Balfour, Baron Kato, M. Briand and others.] various paging D (No. 169) N. Y., Am. Assn. for International Conciliation pap.

Jefferson, Mark Sylvester William
The rainfall of Chile; Am. geological society's expedition to A. B. C. countries in 1918, no. 2. 32 p. tabs. diagrs. fold. map D (Am. geographical society research ser., no. 7) c. '21 N. Y., American Geographical Society pap. 75 c.
Recent colonization in Chile; American geographical society's expedition to A. B. C. countries in 1918, no. 1. 52 p. front. pls. maps (part. fold.) D (Am. geographical soc. research ser., no. 6) c. '21 N. Y., American Geographical Society, B'way & 156th St. pap. 75 c.

Kenyon, Doris
Humorous monologues; [2nd ed. rev. and enl.] 67 p. S [c. '21] N. Y., J. T. White pap. 50 c.

Kingsford, S. M.
Psychical research for the plain man. 6+271 p. D '20 N. Y., Dutton $2.50 n.
Partial contents: Telepathy; Clairvoyance; Trance mediums; Automatic writings and cross correspondences; Premonitions and death warnings; Haunted localities.

Leventhal, Murray Jerome
Plane and spherical trigonometry. 3+42 p. diagrs. D (Review bk. ser.) [c. '21] N. Y., Globe Bk. Co. pap. 53 c.

Littlefield, Louis
High points of auction bridge; brief suggestions for beginners and others; ed. by Bramwell Davis. 52 p. il. D [c. '21] Charleston, Miss., The Mississippi Sun pap. $1 n.

Loane, George G., comp.
A book of story poems. 224 p. front. (por.) S (The kings' treasuries of literature) [n. d.] N. Y., Dutton 70 c. n.
Poems by Scott, Browning, Tennyson, Keats, Shelley, Cowper, Goldsmith, Thackeray, Bret Harte, and others.

Lubschez, Ben Jehudah
Perspective; an elementary text book; 3rd ed., enl. 10+115 p. pl. diagrs. (part fold. D '21 N. Y., D. Van Nostrand Co., 8 Warren St. $2 n.

Lutz, Frank Eugene
Field book of insects; with special reference to those of northeastern United States, aiming to answer common questions; 2nd ed., rev. and enl., with about 800 il., many in color. 9+562 p. col. front. il. col. pls. D '21 N. Y., Putnam, 2 W. 45th St. $3.50 n.

Macaulay, Thomas Babington Macaulay, 1st baron
Macaulay's essay on John Hampden; with Bulwer Lytton's essay on Lord Falkland; ed. by R. T. Rees, 142 p. S (The kings' treasuries of literature) [n. d.] N. Y., Dutton 70 c. n.

McCombs, William F.
Making Woodrow Wilson president; ed. by Louis Jay Lang. 309 p. front. (por.) facsms. O [c. '21] N. Y., Fairview Pub. Co., 342 Madison Ave. $2.50 n.
Partial contents: Genesis of Wilson's presidential campaign; McCombs in command; The Baltimore convention; Insiders and outsiders; McCombs retires as chairman.

McCullough, Ernest
Practical structural designs; a text and reference work for engineers, architects, builders, draftsmen and technical schools; especially adapted to the needs of self-tutored men; 2nd ed., rev. and enl. 317 p. tabs. diagrs. O '21 N. Y., U. P. Bk. Co., 241 W. 39th St. $3 n.

MacDonagh, Michael
The pageant of Parliament; 2 v. 252; 231 p. fronts. O [n. d.] N. Y., Dutton $14 n.
The life and duties of a Parliament in all its moods, written by a journalist who "covered" Parliament for about thirty-five years.

McMurry, Frank Morton, and Parkins, Almon Ernest
Elementary geography. 6+322 p. front. il. maps (part col.) O c. '21 N. Y., Macmillan 96 c. n.

Mantle, Burns i. e. Robert Burns, ed.
The best plays of 1920-21, and the year book of the drama in America. 6+471 p. D [c. '21] Bost., Small, Maynard & Co., 41 Mt. Vernon St. $2 n.

Mathews, Shailer, and Smith, Gerald Birney, eds.
A dictionary of religion and ethics. 7+513 p. (28 p. bibl.) O '21 N. Y., Macmillan $8 n.

Maxwell, Gordon Stanley
The naval front; il. in col. and monochrome by Donald Maxwell. 12+203 p. col. front. pls. (part col.) O ['20] N. Y., Macmillan $10 n.
Partial contents: Two German raiders and their fate; The British submarines and the Heligoland Bight action; The battle of Dogger Bank; The battle of Jutland; The dover patrol; In the Mediterranean Sea; The merchant service in the war; The American navy in the war.

Jordan, John P., and Harris, Gould Leach
Problem appendix for Cost accounting principles and practice. various paging O '21 N. Y., Ronald Press, 20 Vesey St. [sold only direct to instructors] apply

Kayhart, Lemuel
Childhood's happy home and other verses. 19 p. S [c. '21] Boonton, N. J., [Author] pap. $1

Library of Congress. Division of Maps
Notes on the cataloging, care and classification of maps and atlases including a list of publications compiled in the Division of maps; rev. ed. by Philip Lee Phillips. 21 p. obl. S '21 Wash., D. C., Gov. Pr. Off., Library Branch

Loughlin, Gerald Francis, and Coons, A. T.
Lime in 1920; pub. Nov. 3, 1921. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

McAllister, Duncan McNeil
A description of the Hawaiian temple of the Church of Jesus Christ of Latter-day Saints; erected at Laie, Oahu, Territory of Hawaii; and a statement concerning the purposes for which it has been built. 30 p. pl. D c. '21 Salt Lake City, Utah, Church of Jesus Christ of Latter-day Saints pap. 25 c.

McGregor, Richard Crittenden
Index to the genera of birds. 185 p. O (Dept. of Agric. and natural science; Bu. of Science; pub. no. 14) '20 Manila, P. I., Dept. of Agriculture and Science pap. $1

Meadowcroft, William Henry

The boy's life of Edison; with autobiographical notes by Mr. Edison. 11+366 p. front. pls. pors. D [c. '21] N. Y., Harper & Bros., 325 Pearl St. $1.75 n.

Minster, Leopold

Retail profits, turnover and net worth; simple methods of determining gross profit, expense and net profit in any size store; with concise forms for approximating stock on hand every month, week or day, and finding average stock and turnover; [reprinted from Atlantic Coast Merchant.] 48 p. il. forms O [c. '21] N. Y., The U. P. C. Bk. Co. pap. $1 n.

Murray, Margaret Alice

The witch-cult in western Europe; a study in anthropology; with appendixes, bibliography and index. 304 p. O '21 N. Y., Oxford Univ. Press $5.65

Neihardt, John Gneisenau, ed.

The poet's pack; poems by 46 Bookfellows. 150 p. S (Bookfellow ser. v. 3) [c. '21] Chic., The Bookfellows bds. $2 n.

Ninde, Edward S.

The story of the American hymn. 429 p. front. (facsm.) pls. pors. O [c. '21] N. Y. and Cin., The Abingdon Press, 150 5th Ave. $3.50 n.

A series of connected sketches to give a general view of the American hymn in the various stages of its development.

North, Eric McCoy

The kingdom and the nations. 239 p. front. pls. D [c. '21] West Medford, Mass., The Central Committee on the United Study of Foreign Missions pap. 50 c.; 75 c.

O'Brien, Edward Joseph Harrington [Arthur Middleton, pseud.]

Distant music. [verse] 3+75 p. S [c. '21] Bost., Small, Maynard $1.50 n.

Phillips, R. Randal, and Woolrich, Ellen

Furnishing the house. 152 p. col. front. pls. O '21 N. Y., Scribner bds. $3.50 n.

Suggestions for beautifying the home of moderate means.

Phillpotts, Eden

Eudocia; a comedy royal. 3+300 p. D '21 N. Y., Macmillan $2 n.

Plato

The laws of Plato; the text ed. with introd., notes, etc. by E. B. England; 2 v.; v. 1, Bks. 1-6; v. 2, Bks. 7-12. 10+785; 5+668 p. D (Pub. of the Univ. of Manchester; Classical ser. no. 4) '21 N. Y., Longmans, Green & Co., 4th Ave. and 30th St. $3 n. ea.

Pope, Thomas Alder

Exercises of St. Gertrude. 188 p. D '21 N. Y., Benziger Bros. 85 c. n.

Portapovitch, Stanislaw

The Porta-Povitch five step; a new society dance creation; special instructions. 8 p. pls. music O [c. '21] N. Y., E. T. Paull, 242 W. 42nd St. pap. $10

Richmond, Henry Droop

Dairy chemistry; a practical hand-book for dairy chemists and others having control at dairies. 490 p. il. O [c. '20] Phil., Lippincott, E. Washington Sq. $6 n.

Robinson, Eliot Harlow

Smiling pass; being a further account of the career of "Smiles"; a Rose of the Cumberlands; il by John Ross. 12+389 p. col. front. pls. D '21 Bost., The Page Co., 53 Beacon St. $1.90 n.

Roehl, Louis Michael

Rope work. 47 p. il. O [c. '21] Milwaukee, Wis., Bruce Pub. Co., 29 Michigan Ave. bds. 80 c. n.

Rostand, Edmond

Plays of Edmond Rostand; tr. by Henderson Daingerfield Norman; il. by Ivan Glidden; 2 v. 9+360; 370 p. fronts. pls. O c. N. Y., Macmillan $10.50 n. bxd.

Contents: Romantics; The princess far away; The woman of Samaria; Cyrano de Bergerac; The Eaglet and Chanticleer.

Nardi, pseud.

Poems. 44 p. D '21 Cedar Rapids, Ia., [Author] priv. pr.

Martin, Everett Dean

The mob mind vs. civil liberty; [extracts from the author's Behavior of crowds.] 31 p. c. '20 N. Y., American Civil Liberties Union, 138 W. 13th St. pap. 10 c.

Northern Baptist Convention

Baptist doctrines; addresses delivered at the North American pre-convention conference, Des Moines, Iowa, June 21, 1921. 147 p. D [c. '21]

Otis, Arthur Sinton

Otis group intelligence scale; manual of directions for primary and advanced examinations; 1921 revision. 80 p. tabs. D [c. '18-'21] Yonkers, N. Y., World Bk. Co. pap. 40 c. n.

Parsons, Henry Browne, and others

Parsons' practice manual of the state of New York, containing the Civil practice act and Surrogate's court act, with sections annotated with notes showing derivation thereof, with reference notes and cases construing and applying such sections, containing also tables showing distribution of sections of the Code of civil procedure; the Justice court act; Court of claims act; New York city Municipal court code; New York City court act; sections transferred from the Code of civil procedure to the Consolidated laws; Arbitration law; Condemnation law; General construction law; rent laws; rules of the Court of appeals; rules of civil practice; rules of the Appellate division, all departments; special rules of the Supreme court, first judicial district; rules of the City court of the city of New York; rules of the Municipal court of the city of New York; and rules of the Appellate terms, first and second departments, as amended to the end of the legislative session of 1921, by Frank B. Gilbert, Austin B. Griffin and John T. Fitzpatrick; with complete indexes prepared by Alden I. Rosbrook. 91+1357 p. O '21 N. Y., Baker, Voorhis & Co., 45 John St. $9 n.

Paulson, David

Footprints of faith. 118 p. front. (por.) D '21 Hinsdale, Ill., The Life Boat Pub. Co. $1

Rowan, James

The I. W. W. side of the lumber industry and its autocratic control over labor. 64 p. D '21 Seattle, Wash., Raymer's Old Bk. Store, 1330 First St. pap. 25 c.

Rotogravure album of New York. 64 p. pls. obl. O [c. '21] N. Y., Williamsburg Post Card Co., 25 Delancy St. pap. 75 c.

Spiers, F. S., ed.
The microscope; its design, construction and application. 260 p. il. pls. D '21 Phil., Lippincott $5 50 n.

Squire, John Collings [Solomon Eagle, pseud.], ed.
A book of women's verse; ed. with a prefatory essay; [containing verses by American and English writers.] 32+192 p. O '21 N. Y., Oxford Univ. Press $3.75 n.

Statesman's (The) year-book, 1921; statistical and historical annual of the states of the world for the year 1921; ed. by Sir John Scott Keltie and M. Epstein; 58th annual ed. 44+1544 p. maps D N. Y., Macmillan $7.50 n.

Stobart, John Clarke
The grandeur that was Rome; a survey of Roman culture and civilization; [2nd ed. rev.] 28+351 p. (2½ p. bibl.) front. (por.), il. pls. pors. (part col.) O maps (part col. and part fold.) ['20] Phil., Lippincott $7.50 n.

Svensen, Carl Lars
Machine drawings; a text and problem book for technical students and draftsmen. 8+214 p. il. diagrs. O '21 N. Y., Van Nostrand Co. $2.25 n.

Swan, Giles John
Review questions in American history, including regents' and college entrance board examination questions. 79 p. D (Review bk. ser.) [c. '21] N. Y., Globe Bk. Co. pap. 40 c.

Torrey, Reuben Archer
The importance and value of proper Bible study; how properly to study and interpret the Bible. 11+113 p. D [c. '21] N. Y., Doran $1 n.

Turberville, Arthur Stanley, and Howe, F. A.
Great Britain in the latest age; from Laisser Faire to state control. 6+342 p. D '21 N. Y., Dutton $3.50 n.
A brief survey of the achievements of the British people during the last hundred years.

Tynan, Katherine Hinkson [Mrs. Henry Albert Hinkson]
Deny's the dreamer. 259 p. O '21 N. Y., Benziger Bros. $2 n.

United Typothetae of America, comp.
Practical apprenticeship for printers; suggestions concerning the training of apprentices for the printing office. 12+149 p. O c. Chic., United Typothetae of America; Dept. of Education, 608 S. Dearborn St. bds. $2.50 n.
Partial contents: Advertising composition; Applied technical instruction; Arithmetic for printers; Book composition; Comparative apprentice pay increase; Craftsmenship requirements; What a compositor should know; Why the printing industry offers good opportunities.

Ward, Mrs. Lydia Avery Coonley
The melody of life [verse]. 145 p. front. (por.) D '21 N. Y., J. T. White $2 n.

Warren, Charles Hyde
A manual of determinative mineralogy; this manual has been written especially for use in a general course in mineralogy. 9+163 p. tabs. D '21 N. Y., McGraw-Hill, 370—7th Ave. $2 n.

Webster, Nesta H. [Mrs. Arthur Webster]
World revolution; the plot against civilization. 11+328 p. fold. diagr. O [c. '21] Bost., Small, Maynard $3.50 n.

White, Rev. Gilbert
The natural history of Selborne abridged and ed. by Edward Step. 256 p. front. S (The kings' treasuries of literature) [n. d.] N. Y., Dutton 70 c. n.

Whitnall, Samuel Ernest
The anatomy of the human orbit and accessory organs of vision; il. largely by photographs of actual dissections. 11+428 p. (20 p. bibl.) O (Oxford medical pub.) '21 N. Y., Oxford Univ. Press $12 n.

Wilde, Oscar Fingall O'Flahertie Wills
The sphinx. 36 p. il. Q '20 N. Y., Dodd, Mead & Co., 4th Ave. and 30th St. $7.50 n.

Wilkins, Lawrence Augustus, and Alpern, Hymen
Exercise book in Spanish; a drill and exercise book on the subjunctive, idioms, pronouns, and irregular verbs. 88 p. D [c. '21] N. Y., Globe Bk. Co. 92 c.

Williams, Selden Thornton, and Pile, Joseph Howard
The automobile repairman's helper; [2nd ed.]; 2 v. 525 p. ea. il. diagrs. O [c. '21] N. Y., U. P. C. Bk. Co. $10 n.

Willoughby, George A.
Practical electricity for beginners. 104 p. diagrs. D [c. '21] Peoria, Ill., The Manual Arts Press $1 n.
Written for use in junior and small high schools, grammar grade classes, continuation schools, vocational schools and for the amateur at home.

Wilson, H. B., and Lull, H. G.
The redirection of high school instruction. 286 p. diagr. D (Lippincott school project ser.) [c. '21] Phil., Lippincott $1.60 n.

Witham, G. I.
The guarded room. 309 p. D '21 N. Y., Dodd, Mead $2 n.

Wood, Ge-Zay
China, the United States and the Anglo-Japanese alliance. 8+176 p. D [c. '21] N. Y. & Chic., Fleming H. Revell Co., 156—5th Ave. $2 n.
A history of the alliance, in which the author points out why it should not be renewed.

The Chino-Japanese treaties of May 25, 1915. 151 p. D [c. '21] N. Y. & Chic., Revell $2 n.
A companion volume to "The twenty-one Demands," giving the legal, political, economic and moral reasons for the abrogation of the treaties.

The twenty-one demands; Japan versus China. 178 p. D [c. '21] N. Y., & Chic., Revell $2 n.
A study of the Chino-Japanese question.

World (The) almanac and encyclopedia, 1922. 248+880 p. tabs D c. '21 N. Y., Press Pub. Co., Pulitzer Bldg. pap. 35 c.; 75 c.

Young, Donnell B., comp.
Songs and poems of Woods Hole. 36 p. T '21 Woods Hole, Mass., The Book Shop pap. 60 c.

Rare Books, Autographs and Prints

THE United States Government has reserved a plot of ground at Fort Henry on which it has decided to erect a monument to Francis Scott Key, author of the Star Spangled Banner.

Members of the thirty-sixth annual convention of the American Historical Association held at St. Louis last month continued the advocacy of an archives building at Washington for the safer keeping of public documents.

Alfred Goldsmith, the Lexington Avenue bookseller, has printed a little brochure entitled, "A Note on the Portraits of Walt Whitman," written by Sadakichi Hartmann, who is of the opinion that the painted portraits of the Grey Poet were not especially successful. The best portraits we have are undoubtedly due to the art of photography.

The centenary of William Collins, the English poet and author of "The Ode to the Passions," born in the last week in 1721, altho a minor poet, did not pass unnoticed in England. The growing custom of celebrating the centenaries of those who have rendered conspicuous service to literature, art and science by exhibitions in public libraries, addresses in educational institutions and tributes to their memory in the press and periodicals is a beautiful one. In recent years it has been growing in this country much to our credit.

Early in the New Year Knight, Frank & Rutley of London will sell the remainder of the autographs collected by Henry G. Bohn, the famous Victorian publisher. The first portion was sold some weeks ago in London when the Burns manuscripts brought high prices. The coming sale will be of special interest to Shelley collectors, coming in the year of the centenary of the poet's death and containing some extraordinary documents, letters and manuscripts, among them his will written at Geneva, July 24, 1816, accompanied by a letter providing for Harriet Westbrook, the poet's first wife, whose death occured a few months later.

The American Art Association will have several important print sales this month. On January 12 a collection of etchings and engravings by Whistler, Haden, Haig, Cousins, Ward, Duer and other masters will be sold. On January 13 rare Whistleriana from the estate of William Heinemann, the London publisher, will be sold. This collection includes etchings, lithographs, 230 unpublished Whistler letters, books and brochures relating to Whistler and several hundred letters by notables of the nineteenth century from the estate of Thomas Hepp, of Cornwall, England, the collection of Miss Susan Minns of Boston, and Sydney Pawling, a partner in the firm of William Heinemann.

The first book sale of the New Year at the Anderson Galleries will be held January 17, when the library of the late Albert J. Morgan, of Larchmont, N. Y., will be dispersed. The distinctive feature of the library is the many fine sets of American, English and French authors, among them such choice editions as the American Statesmen Series, 40 vols., Boston, 1898-1916; a collected set of the first editions of the "Historical Writings," of Martha W. Freer, 19 vols., 1854-66; Hawthorne's "Writings," 23 vols., Boston, 1900-02, autograph edition; Irving's "Complete Works," 40 vols., New York, 1895, author's autograph edition; a collected set of the first editions of the "Historical Writings" of Jesse, 23 vols., London, 1840-75; Kipling's "Writings," 29 vols., 1897-1920, limited Outward Bound edition on Japan paper; and a collection of the "Works" of Horace Walpole 30 vols., London, 1806-59.

A recent issue of *The Irish Times* of Dublin printed a letter from a correspondent alleging that a "large number of faked autographed volumes" at the "substantial valuations of the genuine article" are "being manufactured for our American cousins." The writer did not state whether these are the books of Irish or English authors or of books published in Dublin or London. Most well-informed American collectors have been growing a bit cautious in paying high prices for association books from abroad without being properly safe guarded. Some of the most active American collectors prefer to buy thru a responsible American dealer who is an expert on books of this character and guarantees the genuineness of the books he sells. If there is an error of the kind described it is easier to get satisfaction from a reliable dealer in New York than a fakir in a European city.

An obituary notice of the late William F. Gables, the Pennsylvania collector, written by Charles F. Hartman and printed in his last sales catalog, has been the cause of not a little comment. In the concluding paragraph in a few words addressed directly to Mr. Gables' son, Mr. Hartman says that "there are a half dozen booksellers whining around because Gables died and left a few small bills unpaid and they are worrying as to how long it will take the estate to settle. 'Pay the rats quickly' and may the money be poison to them." George H. Sargent, of the Boston *Transcript*, has referred to the incident as one of the "asperities rather than the amenities of book collecting." We do not know what basis Mr. Hartman had for writing these words, but they should not be permitted to create a wrong impression which they might quite easily do. William F. Gables was one of the most constant and fairest of collectors.

He bought widely from rare book dealers and contracted no bills that will not be paid as promptly as the settlement of his estate will allow. The booksellers who knew him the best and had the largest dealings with him are not giving the matter any concern. When they learned of his death the first loss generally mentioned on the street was that of a true friend—not merely that of a good customer—altho no bookseller who had had long relations with him could overlook the loss to the rare book-trade which his death brought. The misunderstanding that Mr. Hartman's remarks are likely to create may do him more harm than any one else. The number of booksellers that had open accounts with Mr. Gables was very large and they are all quite likely to resent being called "rats" or being given "poison." Even tho Mr. Heartman felt justified in speaking plainly these words under the circumstances were unfortunate because they were so likely to give an impression broader than intended.

The exhibition of first editions, association books, autograph letters, documents and manuscripts comprising English literature from Chaucer to Conrad, together with important smaller collections of French illustrated books of the eighteenth century and rare Americana held last month by the Rosenbach Company at 273 Madison Avenue has been generally regarded as the finest of its kind ever held in this country. Most of the important authors in this long period of three centuries were represented frequently by their greatest rarities and sometimes by collections of unrivalled importance. For instance, in the case of Shakespeare there were the four folios and thirty-six quarto plays from 1600 to 1676. Dickens was represented practically by all of his first editions, over fifty presentation or association items, among them the incomparable copy of "Pickwick Papers" in the original parts with presentation inscriptions to Mary Hogarth on fourteen of the nineteen wrappers; the Thackeray lots, if less numerous, were extraordinary, containing all of the greatest rarities in the choicest condition and many that were unique; the Shelley items, too, were remarkable, especially the association books, which included the poet's own copy of the first edition of "Queen Mab" with numerous corrections and changes in his handwriting; "Alastor," 1816, presentation copy to Edward Williams who was drowned with the poet; and upwards of a half dozen other presentation copies to his most intimate friends including Leigh Hunt. The manuscripts and autograph letters were not less wonderful including such superlative items as the unpublished manuscript of Blake's "Seven Days of the Uncreated World;" Poe's first draft of "Morella": Rossetti's "William and Mary": Scott's "The Minstrel Pipe"; unpublished manuscripts of Robert Louis Stevenson including the short story "Heathercat"; and others of like importance. The selections from French illustrated books were frequently bound in full red morocco of the period in the manner so prized by French collectors. The rare Americana contained lots of the greatest distinction representing a period of two and a half centuries. For instance the Lincoln autographic lots included the complete manuscript of his celebrated "Baltimore Address" delivered April 18, 1864, and the original memorandum of a plan of campaign against the Confederates written in September, 1861. The catalog of the exhibition contained forty-eight large octavo pages, closely printed, making a mere title list, containing few notes. It is impossible to give a fair idea of the large exhibit in limited space. It was frequently remarked while the rarities were viewed by collectors familiar with the best bookshops of Europe that no other dealer, here or abroad, could have equalled it and it is quite easy to believe this to be true. F. M. H.

A Horrible Discovery

["Einstein's theory is to be demonstrated in film form, tho how it is to be done is not explained. The picture is being made in Germany by Walter Kornblum, with the assistance of Professor Otto Buck and Dr. Fanta, of Prague, and Dr. Laemmel and Professor G. F. Nicolai, of Zurich."—*Evening Standard.*]

Great Scott, and do I read the news aright—
  Einstein the latest film-producing groove is?
Was it for this I made them my delight,
  And forswore even music-halls for movies?
Is this the cloud, no bigger than a hand?
Is this the flash that shows me where I stand?

I fear this new and most unwelcome dish
  Prepared by the abstruse and learned
    Teutons;
Instead of Fairbanks, Nazimova, Gish,
  Will films now "feature" names like Kant's
    or Newton's?
Must algebra and Euclid take the place
Of Chaplin's antics and of Pickford's grace?

Is this the fate prepared for me, the lamb
  Who would not hear his doom resounding
    louder:
Were Gish and Pickford just the dose of jam
  Designed to introduce this final powder?
Was even Chaplin but the lure that led
To Einstein and these other names of dread?

Back, back and let me rescue from collapse
  The stage that never harbored such intentions,
Which gave me highbrow problem plays, perhaps,
  But never stunts involving four dimensions!
Back to the boards that Irving trod with zest—
Too long I've nursed a viper at my breast!

Lucio in the *Manchester Guardian.*

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William Abbatt, Tarrytown, N. Y.
Cooper's Spy and Pathfinder in Townsend edn.

Aldus Book Co., 89 Lexington Ave., New York
Savoy and Yellow Book, Odd numbers.
The Pageant, The Parade, The Venture.
Stone & Kimball Chap Books.
Herman Melville, All firsts.
Sherwood Anderson, Anything by.
Howard Pyle, Books illustrated by.
Ambrose Bierce, All firsts.
Dreiser, All Firsts.

William H. Allen, 3417 Walnut St., Philadelphia
Alexander's Weekly Messenger, 1840.

American Baptist Publication Society, Kansas City, Mo.
History of the English Baptists, by Carlyle.

William H. Andre, 607 Kittredge Bldg., Denver, Colo.
Ante-Nicene Fathers.
Standard Oil by Tarbell.
Life of Mary Baker Eddy, by Tarbell.

D. Appleton & Co., 35 W. 32d St., New York
Hasbrouck, Chokecherry Island.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.
Newton, Amenities of Book Collecting, 1st ed.
Coburn, Cowboy Poems.
Sylvester, Great River, 3 copies.

Arcade Book Shop—Continued
Roberts, Time and Thomas Waring.
Audoux, Marie Claire.
Lorimer, Jack Spurgeon.
Bacon, Beauty for Ashes.
Marsh, Memoir of Rupert Brooke.
de Tocqueville, Democracy in America.
Within the Holy of Holies.
Goethe, The Brook.
Powell, Evolution of the Money Market.
Iles, Soldiers and Explorers, D. P. 1908.
Kennan, Psychology of Mr. Roosevelt, D. P. 1913.
Mavor, Economic History of Russia.
Carpenter, Toward Democracy, cloth.

Egmont H. Arens, 27 W. 8th St., New York
True Stories of Crime from District Attorney's Office by Arthur Twain.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.
Walks in New England, Chas. Goodrich Whiting.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.
Man Nobody Knew, Holworthy Hall.

G. A. Baker & Co., 144 E. 59th St., New York
Moultrie, Memoirs of Amer. Revolution, vol. 2, 1902; imperfect may do.

The Baker & Taylor Co., 354 4th Ave., New York
United States Catalogue Supplement, 1912-1918.

Beacon Book Shop, 26 W. 47th St., New York
Doughty, Wanderings in Arabia.
Beresford, God's Counterpoint.

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Behymer's Book Shop, 1204 Olive St., St. Louis, Mo.

Garden Craft in Europe, by H. Inigo Triggs.
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The Book Shelf, 112 Garfield Place, W., Cincinnati, O.

A Stumbler in Wide Soes.
Construction of the Violin, H. P. Smith.
Chivalry, Cabel (original edition).
Birds of Ohio, 2 vol. ed., Wm. Leon Wilson.
Jane, Joseph and John, Ralph Bergengren, 1st. ed.
Parnassus on Wheels, Morley, 1st ed.
History of English Though in the Eighteenth Century, 2 vols., Leslie Stephens, pub. by Putnam.
Peru, It's Story, People and Religion, Guiness, pub. by Revell.
Mushrooms, Poems by Alfred Kreymborg.
History of the French Revolution, Tocqueville.
Story of the Ring, S. H. Hamer, Dodd, Mead, 1907.

Brentano's, Fifth Ave. and 27th St., New York

Berger's French Verbs, 2 copies.
The Ohio Hunter, S. E. Edwards.
The Life and Adventures of Frank Grouard, Chief of Scouts, U. S. A., St. Joseph, 1894, J. De Barthe.
Sketches of the Country, on the Northern Route from Belleville, Illinois, to the City of New York & c. Belleville, 1894, John Reynolds.
Life of General Nathan Bedford Forrest, John Allan Wyeth.
Evolution of Sex, Geddes & Thomas.
Romantic Love and Personal Beauty, Fick.
Primitive Love and Love Stories, Finck.
Economic Cycles, Their Law and Causes, H. L. Moore.
Fishes, Jordan.
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The Principle of Political Economy, S. Newcomb.
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When Knighthood Was in Flower.
The Art of the Wallace Collection, Henry C. Shelley.
With Flashlight and Rifle, Shilling.
African Camp Fires.
African Footprints.
Old Court Life of France, F. Elliott.
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Chiswick Press, or any editions.

The Brooklyn Museum, Eastern Parkway, Brooklyn, N. Y.

A Marriagge Under the Terror by Patricia Wentworth.

The Library of Brown University, Providence, R. I.

Francis, J. O., Change, Doubleday, 1914.

Cadmus Book Shop, 312 W. 34th St., N. Y. C.

Harvey's Weekly, Vol. 1, Nos. 15, 16, 21.

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Am. Eng. and R. R. Journal, June, 1908.
Fowler and Drayton, Heads and Faces.
Workshop Receipts.
Scott, Psychology of Public Speaking.

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Boone, Daniel, Life and Time by Ellis.
Lisa, Manuel, Life of by Douglas.
Port Folio, Vol. 7, 1812, Jan.-June.
Butterworth, South Amer.
Wells, Fly Rods and Fly Tackle.
Sugar Beet, Phila., vols. 24-31.
McAdams, Rights, Remedies and Liabilities of Landlord and Tenant, 3 vols., 4th edn.
British Critic, Vol. 23, n.s. (1825).
Posnett, Comparative Literature.
Clodd, Childhood of World, 3 copies.
Roosevelt, Amer. Problems.
Beauchamp, N. Y. State Musuem Bull., Nos. 41, 50, 73, 78, 89, 108.
Spencer and Allied Families by Henry Whittemore.
Ill. Hist. Soc. Jl., Vol. 1, 2; no. 3; 11, no. 4.
Hazard's U. S. Commercial and Statistical Register, Vol. 3 to end.
Newton, Amenities of Bookcollecting, 1st edn.
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Squire, Peru, 1878.
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Franck, (Cesar A. J. G.) Life of.
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Charlevoix, Hist., of New France, 6 vols.
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Whitman's Works; Camden edition.
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Osborn, Men of the Old Stone Age, 1915.
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Schurz, Abraham Lincoln, limited ed. H. M. & Co.
Saintsbury, Literary Criticism, 3 vols.
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Madisons Writings, 9 vols. Putnams.
Lederer, Discovries, etc. Rochester, 1902.
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Dix, The Gate of Horn, 2 copies.
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Burroughs, John, A Year in the Fields, 1st ed. 1896.
Burroughs, John, Bird Stories, 1st ed. 1911.
Burroughs, John, Breath of Life, 1st ed. 1915.
Burroughs, Field and Study, 1st ed. 1919.
Burr, Aaron, Bibliography by Tompkins.
Burr, Aaron, Conspiracy by McCaleb, 1903.
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Adams, History of U. S. Vol. 6 only.
The Morning Man, a Romance.

Columbia University, The Library, New York City

Dewey, John, Studies in logical theory. Univ. of Chicago.
Comparative study of the Public School Systems in 48 States, 1912. No. 124. Russell Sage Foundation.

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Fawcett, M. A., Five famous French Women, Cassell, 1905.
Haggard, A. C., P. France of Joan of Arc, Lane, 1912.

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Inner Studies, by Hannish, Mazdaznan Pub. Co.
Baby's Opera, illus. Crane.
Nordenskiold, Fac-simile Atlas.

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Herford, Oliver, Peter Pan Alphabet; Jungle Jingles, first eds.
Kipling, Reader for Elementary Grades and Upper Grades, 1912; Day by Day, 1913.
Keyes, Geneology of the Keyes Family, Brattleboro.
Kennedy, W. S., Poems of the Weird and Mystical Way, Boston, 1885.
Kipling, Phantom Rickshaw, Regent Press.
Kuprin, River of Life.
Lea, History of All Nations, vols. 5. 6, 7..
Leeds Pottery, Any standard works on.
Light that Failed, 1890, 1903.
Livingston, L. S., Works of Rudyard Kipling, Description of a set of the first edition of his books, N. Y., 1901.
Longfellow, Henry W., Voices of the Night, pamphlet, Boston, 1845.
Loti, Rarhu, Marriage de Loti.
Lady Nugents Journal, Jamaica, 1801.
Letters from the East.
Mais, From Shakespeare to O. Henry, 1918.
Oppenheim, E. P., A Modern Prometheus, 1898.
R. K., Monograph, 1897.
Sage, Dean, Sammon and Trout.
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Shite, Unwilling Vestal.

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Macoun, Catalogues of Canadian Plants and Birds.
Melville, Moby Dick or the Whale.
Ellicott, Andrew, Journal of Phila., 1814.
Dotterer, The Perkiomen Region.
Bent's Diving Birds and Gulls and Terns, Bulls. U. S. Nat. Mus. 107 and 113, 1919, 1921.
Rafinesque, Any orig. publications, 1808-40.
Holbrook's Herpetology, vol. 4, Phila., 1842.
Holbrook, Herpetology and Icthyology.

Friedmans, 53 W. 47th St., New York

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Spencer's Works, edited by Tod, 7 vols., 1807.
Walton's Angler, illustrated by Strang and Cameron
Tylor, Early History of Mankind.
Gissing, G., By the Ionian Sea.
Reid, Forest, Kingdom of Twilight.
The Gentle Lover.
Rowlandson's Oxford, reprint 1911.
Hichens, R., The Londoners.
Current Americans, by Russell, 1893.
Sibbes, Dr., The Soul's Conflict.
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Naval Gazette, vol. 1.
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Collier, E. P., Deep Sea Captains of Cohasset.
Darley-Cooper, first eds. Townsend ed. Wing & Wing; Two Admirals; Mercedes.
Enschede, Fonderies de Caracteres.
Horticq, ., Art in France, 2 vols., 1911.
Humboldt, Picturesque Athol, with plates.
Irving, Sketch Book, Illus., old ed.
Love, Fast and Thanksgiving Days in New England.
Mansfield, Howard, Cat. Etchings of Whistler, Chicago, 1909.
Mead, E. D., Influence of Emerson, Bost., 1903.
Melville, H., Moby-Dick, first ed.
Mount Washington in Winter, Bost., 1871.
New Monthly Magazine.
Orr, E. G., Real Estate Broker's Cyclopedia, 1911.
Paine, R. D., Ships and Masters of Old Salem.
Porter, Rhetorical Reader, Andover, 1838.
Printing, Anything on.
Sears, Brewster's Ship Masters.
Slocum, Sailing Alone Around World.
Trow, Old Ship Masters of Salem.
U. S. Patent Commissioners, Proceed. before, no. 17, 355, 1871.
Westerly and Its Witnesses.
Genealogies: Bogardus, Janse, Winslow memorial, 2 vols.

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Reed, Nature Studies in Field and Wood.
Ryan, Soul of Rafael.

E. Hallenbeck, 751 State St., Schenectady, N. Y.

Burdette, Robt. J., Chimes from a Jester's Bell, Bowen, Merrill Co., 1897.
Lee, Rev. Jesse, Life of Rev. John Lee, published about 1810.

Harper & Brothers, 327 Pearl St., New York

U. S. Geological Survey, Professional Paper no. 60. Interpretation of Topographic Maps, by R. D. Salisbury & W. Atwood, Washington Government Printing Office, 1908.

Harvard Coöperative Society, Inc., 76 Massachusetts Ave., Cambridge, Mass.

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Hon. Frederick Walpole, Writings, about 1850.
Publications in English or French on California.
Southey, Widow's Tale and other poems, London, 1822.
Southey, Solitary Hours, Prose and Verse, London, 1826.
Books on the Normans in Cicily.
Shaw, Natl. Question Book.
Yriarle, Spanish, Literary Fables, Trans. by Rockliffe, 3rd ed., 1866.
The Wonderful Adventures of Alonzo Pierre DeMilt.
Kingsley, Health and Education.
Disraeli Curiosities of Literature.
Klaczke, Rome and the Renaissance, 1903.
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Ernst's Biography of Lord Chesterfield.
Collins, Essays and Studies of Lord Chesterfield.
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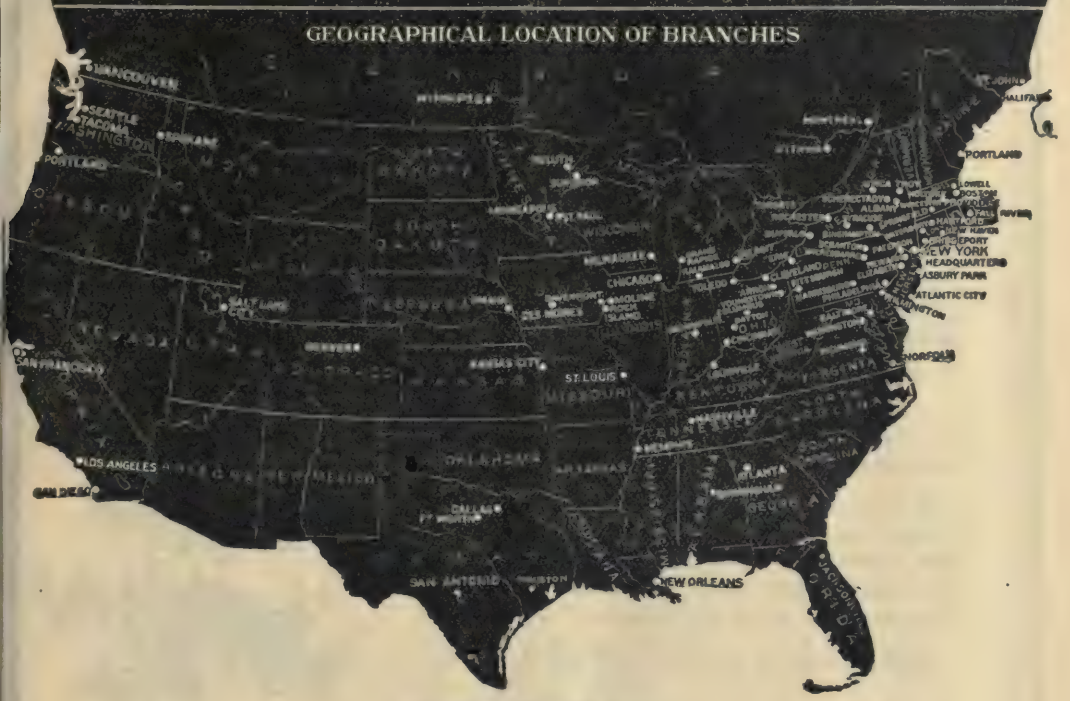

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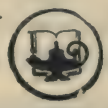
Charles Scribner's Sons,  Fifth Avenue, New York

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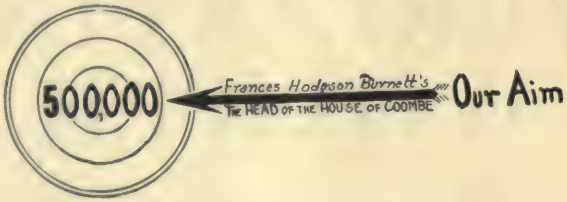

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By Anthony Pryde

Third Printing

The *Boston Herald* says it is "far above the ordinary run of current fiction." The *New York Evening Post* states that "Mr. Pryde has made immense progress in workmanship since his last book."

DOOD, MEAD & COMPANY, New York

Publishers since 1839

DM DM

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

January 14, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Book Price Levels for 1922

AS the year opens and announcements are made on new books and travelers go out with new books and new lines of books in the competitive field, the question of price levels for the year can be somewhat gauged from the early indications. As has already been foretold during the fall, the prices on popular copyrights have been lowered and are now fixed at 75c. The competitive lines of juveniles, birthday books, graduation books, etc. have shown the same downward tendency.

The competitive lines are usually considered separately in the minds of publishers because in many aspects the business differs very markedly from that of the new book publishing. The cost of composition and of engraved plates is a smaller percentage in competitive lines with their large printings and in reprints does not come into the problem except in jackets and promotion. The cost of paper and binding, on the contrary, is a far larger percentage of the total cost. While paper and binding have not nearly returned to the levels of five years back, there have been very helpful recessions that have made the new price level possible. Ordinary book paper that was once 4c. a pound and went as high as 13c. is now down to about 7c. Some of the plain binding cloths that used to sell as low as 12½c. a square yard, and have been last year up to 32c. are now down to 22c. Binding wages, since the establishment of the open shop last spring, have also receded, altho they are still 50% to 75% above the old levels. Pressmen who were getting $25 a week in 1914 and who reached a $51 level a year ago are now at a $44 minimum.

The materials and wage levels, therefore, are now about 75% to 100% more than 1914, but even this is a considerable recession and has been reflected to full extent in the competitive prices now going out. It seems very probable from the data newly collected and from reports from the paper trade and book cloth fields that these levels of cost are fairly well stabilized for the year.

In the field of new books the announcements for the spring are coming out and show that the price levels are about the same as in the fall, a very large percentage of fiction at $2, with some at $1.90 and $1.75. On miscellaneous books it is hard to draw parallels, but the prices on books announced seem about the same as last fall. A detailed study of the many elements in the cost of production that have entered the problems in the last five years shows that when the $2 level was reached a year ago this did not nearly represent the increased cost of manufacture, and until there came about, recessions in paper and binding cloth last spring the publishing of current books was decidedly a hazardous venture. Hope for reduction in other fields than paper and binding has not materialized. The decision in the photo-engraving field in New York this week leaves wage scales at their high war level of $50 minimum, about double that of five years ago. The electrotype wages are more than double, having gone from $24.75 to $59. Composing room wages, after fall arbitration, were left at their war level of $50 minimum, a change from $24.60 in 1914. All of these are of first importance in the production of new books.

Publishers also still find on their lists hundreds of titles that they are unable to reprint because the cost of issuing small editions would make retail prices too high for ready sale. Some publishers who had carried staple titles as assets, titles that brought in sales year after year, have been obliged to mark these off as assets, as they cannot possibly be profitably printed.

The cost of advertising, traveling and general overhead seems to have receded practically none in the year, altho the elimination of the government tax on railroad fares has been one rather slight benefit in the last couple of weeks.

As most of these elements mentioned seem to be little likely to change in the next twelve months, it seems a fairly common prophecy in the trade that prices in the new book field are rather stabilized for another year. Publishers are tending to give intensive attention to the best obtainable titles in order to get the greatest result from every book on which they have underwritten the high cost of manufacture.

Bright Spot in the New Year

ONE column of the paper that makes pleasant reading as the new year comes in is that part of the report on exchange rates which shows that our business relations with Canada are to be on much easier footing this year than last. In twelve months the Canadian exchange has risen from approximately 85 to 95. With this steady betterment the business interchange between the two countries has become much easier. To no one will this be more welcome than to the book-trade.

The Book Review

BEGINNING with the new year, the *Book Review*, published at the office of the PUBLISHERS' WEEKLY, is taking on new and attractive features to make it more valuable to those dealers who distribute it to their lists of book buyers. A regular feature will be a page on books and reading by Heywood Broun, and there will be more special articles and more careful make-up than ever before, making it the most dignified, effective and handsome imprint magazine that has ever been available.

During the past few years, the experiment has been made of attaching copies of the *Book Review* to the third PUBLISHERS' WEEKLY of each month, in order to keep it in the minds of booksellers who might wish to contract for its use. This form of promotion will now be discontinued as not being the most effective way to circularize. There has been a very marked increase in the appreciation of the function of imprint magazines in the past year, and the circulation of *Books of the Month* and the *Book Review* has shown results.

Now that the extreme pressure on manufacturing conditions has lessened, it has been possible to get better and better results with typography and illustrations, and in no field is attractive circularizing in this form more valuable than in the book world. Rebecca D. Moore has for the past several years been special editor of the *Book Review* and Dorothy Knight of the *Books of the Month*.

Christmas Sales Total

THE Federal Reserve Bank of New York publishes statistics on sales in department stores in New York City and vicinity from December 1st to December 20th, which gives an increase of 3 per cent in dollar values over a corresponding period of last year and 2 per cent larger than December, 1919. This means that there has been a greater volume of merchandise sold than in any two previous years in this district. The figures for November show a slight decrease in money value of sales in 1921 as compared to 1920 in the department stores, and in mail order houses, which have been adversely affected by conditions in the agricultural districts, a falling off of about one-third.

Photo Engraving Wages

SINCE the photo-engraving shops closed down on January 3rd, the employers and employees have been in conference, and the employers, according to an announcement made after a meeting on the evening of January 10th, have given in on the wage scale and consented to continue at the present basis of $50 minimum for 44-hour week. The reports say that there has been some change in shop conditions, but particulars have not been announced.

There are about 1500 union engravers belonging to Photo-Engravers' Union Number One, and, altho the newspaper shops are under separate contract from those in general job work, a good many of these men had walked out in sympathy with the others. Matthew Woll, President of the International Photo-Engravers' Union, came on from Chicago and took a leading part in the settlement.

Paper Mill Wages

ON January 4, the arbitrator in the paper mill field, Judge Frank Irvine of Ithaca, rendered a decision which has lowered the wage scale in the unskilled departments of paper-making while leaving the skilled wages at the level which followed the cuts of last August. The paper mills affected are the principal independent companies of the United States and Canada, not including the International Paper Company.

The mills had reduced wages last August on percentages varying from 10 per cent to 26 per cent. The wages of skilled workers were left at a level of from 54c per hour upward. The unskilled labor, on which the manufacturers asked a reduction to 30c an hour from 40c has been placed at 32c an hour, or $2.56 a day. This includes wood handlers, yard men, etc. The agreement continues to May 1, when the arbitration agreement, under which this scale was promulgated, expires. The manufacturers have claimed that the mills were only about 75 per cent busy.

A Book Collector

IT is always interesting to note that the writer of an obituary of a prominent man very naturally includes in his report some reference, if possible, to the attitude of the deceased towards books. In the current reports following the death of Senator Penrose the papers state that:

"He had few diversions. He had not attended the theater in more than thirty years. He found no enjoyment in music and was never inside a moving picture show. He spent his nights reading and keeping pace with public matters. At his offices in Philadelphia was a good law library. At his home was one of the most valuable collections of books in the city. Attachés of the Library of Congress say no other man at the Capitol drew from its shelves a larger number of volumes."

The Complexities of the Printing Situation

THE printing situation has been complicated in recent years by the organization of smaller unions in correlative branches of the printing trade, and has led to serious wastage in labor which has greatly increased the cost of printing, and therefore of publications and this illustrates only too well the general complexities of the labor situation.

The following Unions are now inter-related in the printing offices of New York City:

Typographical Union No. 6
Printing Pressmen and Assistants' Union No. 51
Franklin Union No. 23
Platen Pressmen and Platen Press Assistants' Union No. 1
Web Pressmen's Union No. 25
Paper Handlers' Union No. 1
Paper Cutters' Union No. 119
Bindery Women's Union No. 43

This list does not include the Fly Boys and Girls Union No. 1, organized some time since, which is understood to have lapsed into "innocuous desuetude."

The following are Unions with which printing offices have close relation and which are more or less inter-dependent with them:

Photo Engravers' Union No. 1
Electrotypers' Union No. 100
Stereotypers' Union No. 1
Bookbinders' Union No. 1
Mailers' Union No. 6
Bookcover Stampers' and Gold Layers' Union No. 22.
Bookedge Gilders' Union No. 11
Paper Rulers' Union No. 9
Blank Book Workers' Union No. 6
Ink Workers' Union No. 2

The membership of these Unions are jealous each of the other, and the intricacy of these criss-cross jurisdictions is best illustrated in the following official notice issued by the Paper Handlers' Union No. 1 under date of November 28, 1919:

"The jurisdiction over the work of paper handling, sheet straightening and such other work as formerly came under the jurisdiction of the old Paper Handlers, and Sheet Straighteners' Union has been definitely regulated and assigned as follows:

All paper handling, whether in rolls or flat sheets, such as carting, storing and stripping of rolls and the carting, unpacking of cases and stacking of white sheets, come under the jurisdiction of *Paper Handlers' Union No. 1, I. P. P. & A. U.*

The work of straightening printed sheets whether performed in the Bindery or the Press Room comes under the jurisdiction of Paper Cutters' Union No. 119. This applies to the straightening of sheets printed on one side and all printed sheets that are received in cases as well as to the straightening of full printed sheets. *The work of carting the printed sheets and signatures from the Press Room to the Bindery* which has heretofore been done by members of the Sheet Straighteners' Union should also come under the jurisdiction of Paper Cutters' Union No. 119.

The work of loading up the cross feed folding machines comes under the jurisdiction of *Bookbinders' Union No. 1.*

This will cover the matter of the jurisdiction of work formerly done by the members of the old Sheet Straighteners' and Paper Handlers' Union so that all positions formerly filled by union men will continue to be union jobs."

Thus the handy man, who in old days helped to feed or handle paper or did other odd jobs, is no longer permissable in union offices and two men may stand around idly while a third is doing work which either of the others might do as well. Such conditions are unnecessary for the protection of the worker and seriously interfere with the maintenance and development of the printing industry.

In New York employing printers have gone so far as to divide their organization into two sections, those of the closed shop, including a large majority of printing offices, and the open shop, which includes a few fairly successful tho minor establishments. The present trend in industry is to follow the precedent of the bindery trade in emphasizing the open shop. It should not be impossible to obtain such reorganization among the Unions in relation with the open shop system, the only truly American system, without destruction or debasement of the Unions. The Unions would still be the dominant but not the dictatorial feature of the normal printing office, and the Union card should remain the best endorsement of a worker for employment.

It is doubly unfortunate that the leadership of the Unions in recent years has become so autocratic and unreasonable and unmindful of actual economic conditions. Strikes such as those in New York harbour and those of the coal miners have become wars of starvation, the modern equivalent of "your money or your life." The milk strike and the threatened butchers' strike both struck at the food supply of New York in this same spirit of starving out the public, and a last straw was added to the New York situation, with an unintentional touch of humor, when a vaudeville menagerie of howling beasts was left out on a Broadway sidewalk after midnight because Union theater helpers refused to load the crates on waiting trucks which were not manned by men of some other Union organization.

The building trades have been notoriously under the domination of leaders whose proved corruption has landed them in State's Prison.

while profiteering manufacturers in these industries have made use of such leaders in a joint conspiracy against the public, with the natural result that housing conditions have produced increased rents and great economic pressure upon the workers themselves.

There has been a growing tendency on the part of labor leaders to insist upon class legislation and to forget that the wage earner is dependent after all upon the farmer and others who provide the raw materials which the earth affords, and that he is only part of the community and not the whole thing. A final note of warning is sounded by Bryce in his "Modern Democracies" in describing the political conditions in Australia, where the Labor Party not only has a majority in Parliament, but pledges members in advance of their election to accept the policy of the party which is dictated by a Labor Council, nowadays called a Soviet, of a few men who thus control legislation and practically stop fruitful Parliamentary debate and throttle representative government. There also the law provides preference for the Unions and to that extent deprives other citizens of the opportunity to earn a living.

The Railroad Labor Board in its recent decision, unanimously agreed upon with the support of labor representatives, pointed the way to the open door of friendly relations between employers and employed, between the public and the Unions. In this important field of transportation, where high wages and high costs had seriously crippled all business from the farmer to the ultimate consumer, this decision recognized the Unions as the best means for "collective bargaining," with the proviso that non-union workers should not be unrepresented, and required peaceful relations between union and non-union workers. Also, while modifying working conditions where these had been made the pretext for despotic control, the Railroad Labor Board insisted on the rights of the workers to reasonable hours, proper sanitation and the comforts of industrial life.

The common sense of it all is that an American citizen should have the right to earn his bread and butter, whether or not he chooses to belong to a labor organization, but that the Unions rightly led constitute the best means to lead all workers and the whole community toward peace and prosperity. Standing stoutly by the principle that the wage worker is entitled to a day's wage which gives him an increasing rather than decreasing share of his product the wage in any industry should afford to each worker a comfortable standard of living and this should bring about a relation between employer and employed in which the wastage of strikes and like difficulties should be avoided, in which efficiency should be emphasized and thru which the prices of commodities should be kept as low as fair wages permit, thus increasing demand and lowering the cost of increasing supply, so that each man, woman and child in the country will be the gainer and no wage earner the loser. It is only by the application of the golden rule in industry that this ideal may be reached.

Doing More Business on Less Capital

By Waldon Fawcett

THE government has been inquiring into "turnover" and its bearing on business expense. Ordinarily, a board of Agricultural Inquiry would be expected to have but slight interest in the rapidity of merchandise turnover, but a Joint Commission of Congress has just come across this factor in investigating the marketing system of the country. It will be some months before the final report and recommendations of the Commission will be ready, but its findings will point out that costs and profits are heavily governed by the number of turns of stock in a year or a season.

Study of retail turnover by the Commission has followed the Commission's probe of the cost of distribution, or of "service," as Chairman Anderson likes to characterize it, all the functions of distribution from the producing plant to the point of consumption being included in "service." John Wanamaker's general manager, Franklin N. Brewer, in testimony before the Commission, set "dealer service" above price in the consideration of customers. Thereupon, the economists did some figuring and announced that 49 cents of every dollar paid by the consumer goes for "service," leaving 37 cents to cover the entire cost of production, including all materials, and 14 cents to provide all the profits for manufacturers and distributors.

Prodded by the revelation of the heavy proportion of marketing investment that is bound up in the distributive machinery, the

Congressional explorers have sought, from the business men that the Commission has summoned as witnesses, light on the subject of turnover. To the questions of members whether turnover can be speeded up without materially increasing the cost of doing business, most of the merchants who have faced the Commission have replied in the affirmative. It was pointed out, however, that when a certain point is passed, overhead goes up with the turnover, not at the same rate, but nevertheless steadily.

Christmas trade was cited as illustration of possible illusion with respect to turnover. Many a retail store takes care of a sharply increased volume of business at the holiday season without any material increase in operating expenses, but this high net gain is possible only for a limited interval when the sales plant and its operative force temporarily sustains an overload. If the store were called upon to cope regularly with turnover, swollen to Christmas proportions, it could be done only if there were proportionate increase of facilities and of personnel.

Concensus of opinion seemed to be that the average retail organization is susceptible of turning stock more frequently than it now does without substantial increase in operating expenses. One witness, who gave his cost of doing business as somewhere between 20 and 25 per cent, reported the rate of turnover in his store as four times a year and ventured the opinion that at least one additional turnover might be added without raising the cost of doing business. The propensity of the average purchaser to seek pleasant store environment points to opportunities for better turnover, and wide aisles offer chance for an increase of turnover with no advance in the charges for rent, heat, light, insurance.

Starting from this idea that increase in turnover spells increase in profit the Commission have studied the relative ability of the large store and small store to obtain turnover. Department store executives give the impression that they are anything but cock-sure as to their superiority in turnover. The Wanamaker manager saw an increasing line of distinction between the smaller businesses that are locally close to the people and the larger businesses that offer a range of merchandise. But he admitted that one of the big questions of the period is whether a store with central management can continue to compete with the smaller store in which the personality and the effort of the proprietor enter most directly and where there is a personal specialized service which the more impersonal large store finds it hard to duplicate.

Conceding then, that the small store cannot be driven out by the large store and that, perhaps, the efficiently operated small store has never been so prosperous as at present, the discussions have sought to square this condition with the all-important equation of turnover. It is acknowledged that the large store and the large mail-order house obtain whatever advantage in price they possess by means of quantity purchases. And it has been stated brake upon turnover and the improvement in transportation and other facilities, which enable the small merchant to reorder frequently in small lots, is an influence that narrows the gap between the large and small store.

The farther the Commission has pursued the subject of turnover the deeper the insight into the structure of retail merchandising. The co-operative store, the consumer-owned store and, at the other extreme, the manufacturer-owned store have all been scrutinized. But always there was, on the part of quizzed and quizzers, an eye to the influence of turnover. William H. Ingersoll, who stated that he had recently been in Europe investigating this subject eulogized as "a marked accomplishment," the achievment of Selfridge in doing, in his London department store, a business, equal in volume of sales to Harrod's on half the investment.

In suggesting a way for curing slow turnover, business men who have appeared before the Joint Commission have usually assumed that 28 per cent represents the cost of operation of a typical retail store. This expense is divided into two elements. One is time expenses—that is expenses affected by the length of time involved in transactions; the other labor expense involving buying, clerk hire, etc. In the calculations at Washington, the expense of store operation has seemed to be divided equally, 14 per cent being computed for time expense and 14 per cent for labor expense.

As a basis for computing the influence of turnover the store with one turnover a year is taken. The specific illustration used in some of the discussions was a store carrying a $10,000 stock to do business of $30,000 a year and that thus moves its stock off its shelves once in twelve months. For this store the time expenses embody:

Rent	$1800 or 6%
Interest on investment in stock	6%
Light, insurance, etc.	2%
Total	14%
Labor expense is apportioned as follows:	
Buying and traveling to market	1%
Clerks and sales force	8%
Advertising	2%
Expressage, delivery and sundries	1%
Breakage, loss, and obsolescence	2%
Total	14%
Grand total	28%

The arguments have pictured the possibilities if all labor expense be left the same, but there is a speeding up of the turnover or the time element. If the merchant could do his $30,000 worth of business on a $5,000 investment instead of a $20,000 investment, then against each dollar's worth of stock he has only to charge 1% or one-fourth of his year's rent. Similarly the interest charge is cut down and likewise the assessment for heat and light. Simply by increasing the turnover the time expense is reduced from 14% to 3½%. That saving would, if translated to the ultimate consumer, so the Congressional Commission has been told, exceed all the theoretical savings that have been promised by

that the largest mail-order house has little advantage in this respect over the large department stores and "chain" systems. The temptation to quantity purchases for the sake of securing extra discounts is accounted a advocates of systems that eliminate the middleman or contemplate co-operative stores.

The above supposes that the labor item remains the same, but the board has been told by witnesses that this is not fair and that in the case of goods that, by the aid of advertising or exploitation, sell so readily that they turn four times a year or oftener there is an appreciable saving in clerk hire and other items under the head of labor. In order that members of the Commission should not discredit as preposterous suppositious cases of multiplication of turnover there have been laid before the jury of investigators a number of interesting concrete instances of stimulus to turnover.

A store with a record of two turns a year —doing a business of $60,000 a year on a stock investment of $20,000—was brought, under new management to a rate of 10 turnovers. It is declared that the rate of 12 turns which has been shown in several instances is not unusual where modern methods have been applied. Most of the witnesses who have praised at Washington the efficacy of more rapid turnover as a remedy for mercantile ills have advocated not a maintenance of present stocks with increased sales but rather a cutting down of stocks without any reduction in the amount of sales. There has been mentioned, as a promising remedy, the plan of the Domestic Distribution Division of the U. S. Chamber of Commerce which prescribes as a prerequisite of maximum turnover a system of stock control based on "stock control cards,"—a card index file which affords a perpetual inventory and affords at a glance conclusive evidence as to which items of stock are stagnant and which are selling out or turning most rapidly.

The Chicago School Book Situation

ACCORDING to the decision announced by the Chicago Board of Education, Chicago is to make its own schoolbooks, the text being written by the teachers and the city publishing them. This decision followed closely after the announcement of an adopted list of books recommended by the Superintendent of Schools and his staff.

The production of schoolbooks by a municipality or state has been tried in this country a great many times and under varying conditions. If Chicago makes its texts under this plan, it will be the only community, however, actually producing its own books. The state of California originally tried that plan but afterwards amended its law so that the state could, instead of preparing its own books, lease plates from publishers for this purpose, the original home-made books not being satisfactory to the educators. It was reported at that time that several hundred thousand dollars worth of books were left on the hands of the state. At first, after the law was changed, most of the large textbook houses offered texts on a specified royalty percentage, based on the listed price. Many of the larger houses, however, have since withdrawn from this plate supply business as being unsatisfactory to both their authors and themselves. The state of Minnesota made experiments in a similar direction and had for a period of fifteen years up to 1893 a plan of uniform state contracts, in which an arrangement similar to the California leases was made, largely on the series of Quackenbos books. They, however, reverted to the general plan of contract with textbook houses finding the other unsatisfactory.

The state of Kansas does not make its own textbooks but leases plates, and here, as in California, many of the important texts are not offered on that plan. The Province of Ontario also makes its own books, edits and publishes them. In many states the subject has been under legislative discussion, but has been passed by as unsatisfactory to the educators, who believe that better texts are obtained under the competitive method.

The Chicago Board of Education believes that texts can be produced in time for use in the next school year. The publishers claim that frequently they have to spend from two to three years in preparing and getting plates made for a successful and carefully thought out textbook. The difficulty of having textbooks written by the teachers of any one city is a very obvious one. The art of writing a textbook requires a separate talent from that of teaching, and ability to produce a textbook in any field is usually given to few people. Publishers who have sought in vain for many years for just the right textbook in some particular field something that would measure up to their highest ideas for such a book are not ready to believe that every city school organization, no matter how able the teachers, has talent of that unusual capacity.

The publishers in their argument against leased plates point out that under this plan there is too small return to the author and no adequate provision for the publisher to cover the years of experiment and search for the best text and the most usable book. Without proper margin, experimentation and progress would soon be curtailed. The Chicago School Board is proceeding under a statute of Illinois, which gives the Board of Education "the right to print, publish, distribute and sell its own textbooks." There has, however, been no change in the constitution of the state, as was provided in California in order to make perfectly sure the state's right to enter into private business.

Progress on Bookselling Promotion

Committees Organized and General Plans Announced

FOLLOWING on the series of meetings of the past six weeks of publishers, sales managers, advertising men and travelers, the outline of what will be done this year in promoting bookselling is taking definite shape and the committees to take care of the details announced. The committee which is in special charge of developing the program is as follows:

COMMITTEE ON YEAR-ROUND BOOK SELLING

Organized under the National Association of Book Publishers, 334 Fifth Ave.

Frederic G. Melcher, Chairman
Marion Humble, Executive Secretary

SALES MANAGERS

F. A. Clinch, D. Appleton & Company
H. B. Earl, Doubleday Page & Company
F. L. Reed, Grosset & Dunlap
A. H. Gehrs, Harcourt, Brace & Company
Robert G. Anderson, G. P. Putnam's Sons
Whitney Darrow, Charles Scribner's Sons

ADVERTISING MANAGERS

J. W. McSpadden, Barse & Hopkins
Harry F. Hull, Dodd, Mead & Company
Stanley Rinehart, George H. Doran Company
Franklin Spier, Alfred Knopf, Inc.
George H. Brett, Jr., The Macmillan Company
Walter Sprague, Oxford University Press

TRAVELERS

Desmond Fitzgerald
Stanley Walker, Henry Holt & Company
Herbert Gaskill, J. B. Lippincott & Company
Joseph Green, Little Brown & Company
James L. Crowder, Chicago
James L. Nerny, F. A. Stokes & Company

BOOKSELLERS

Eugene L. Herr, President American Booksellers' Association, *ex-officio*
John Loos, Brentano's, New York
F. S. Smyth, Wanamaker's, New York

Many suggestions have developed from the meetings, and the committee at its first gathering took up the problem of the plans, posters and material for the coming six months. The larger appropriation, pledged by the publishers, which is more than double that of last year, will permit a wider distribution of material, higher grade posters and far more general publicity. When the first poster goes out, there will be sent to the 1700 booksellers who have been cooperators in the movement or to those who can cooperate this year, a handsome mahogany frame in which this and succeeding posters can be effectively displayed. Extra frames can be obtained at 70c. each from the office at 334 Fifth Avenue.

The first poster that has been adopted to go out about January 20th has the wording "Every real home has books" and will be handsomely reproduced in full color. It is felt that this poster will have continuing value the year round. There has been no effort to settle on a single slogan for the whole year, but booksellers who are interested are urged to send in suggestions. This poster slogan has been abbreviated from a longer one "No Home a Real Home Without Books" which is the form in which publishers will use it in their advertising.

From among the designs of the best posters, book-marks will be made, according to a suggestion made by some of the booksellers last year. There is also being prepared a Valentine's Day band, to be used on books—white with red lettering, as is the customary form, reading "To My Valentine." Any of the booksellers who will write for them may have them. It is also proposed to study the possibility of having other helps to make books more widely used as gifts, and a type of gift certificate is being designed, especially applicable to books, and a second style similar in form but having a Christmas decoration will be developed for the fall.

Marion Humble, who has had charge of the details of the campaigns for the last fifteen months is in executive charge of all details at the Fifth Avenue office with two assistants, one experienced in book promotion, so that material can go out as promptly as possible. Dealers will receive semi-monthly news bulletins with suggestions for display and local publicity, and correspondence from the trade on any special problems of retailing is encouraged. There will be frequent releases to the newspapers of book news, and suggestions will be sent to the bookseller on good types of ad copy.

Besides the book news sent to a list of 150 literary editors, there will be regular releases to a longer list of managing editors. Copies of these will be sent to publishers and booksellers for information and further use. The Committee will endeavor, as during last fall, to keep magazine editors and writers informed about book news by letters and personal calls, and encouragement will be given to starting book columns. The committee has the advantage of the advice and assistance of the newly organized Publishers' Ad Club, which considers from the advertising man's point of view all the problems presented. A brief summary of the emphasis that will be placed in the posters and publicity during the next six months is as follows

YEAR-ROUND BOOKSELLING PLAN, 1922.

FEATURES, JAN.-JULY

JANUARY.

"Every Real Home has Books"—Poster will carry this slogan.

Emphasis on home libraries, stock-taking, mental inventory.

Subsidiary emphasis:
National Thrift Week, January 17-23.
(See American Library Association list on Thrift)
Benjamin Franklin Day, January 17th.
Fireside travel—"Travel at home" last week in month.
Books as gifts, birthday, etc.

FEBRUARY.

"America's Making Told in Books."
Biography, citizenship, history, national arts.
Subsidiary emphasis:
Books as Valentines, Gift band will be furnished to dealers on request.
Books as gifts, birthday, etc.

MARCH.

"Find it in Books"
Useful Books for Business (first two weeks)
Useful Books for the Home (last two weeks)
Subsidiary emphasis:
Travel Week of Travel Club of America, March 26-31 (Travel Exposition, Grand Central Palace, N. Y.) Will have contest on most popular books of travel, and other publicity.
Books as gifts, birthday, etc.

APRIL.

RELIGIOUS BOOK WEEK, April 2-8.
Books as Gifts for Easter. Gift band furnished to dealers on request.
"Back to Nature Books."
(Sub-committee with J. W. McSpadden, chairman, will suggest means of increasing sale of children's books in spring.)

MAY.

Books as graduation gifts.
Books as rewards for all school children.

JUNE.

Books for wedding gifts; books for brides' showers.
Start vacation reading publicity
"TAKE ALONG A BOOK"
Vacation reading for children to be pushed thru schools and camps.

JULY and AUGUST.

Special vacation reading campaigns.
CHILDREN'S BOOK WEEK, 1922, will be November 12-18.

Plans for Booksellers' Convention

THE Convention of the American Booksellers' Association will be held at the New Willard Hotel, Washington, D. C., May 8th to 11th inclusive. While the plans have not sufficiently matured to give a detailed account of the proceedings of this Convention, enough is known about the program to be safe in saying that this will essentially and strictly be a Booksellers' Convention and that it will deal with the practical phases of bookselling. It is the aim of the committees that the booksellers shall finance their own convention instead of asking the publishers for contributions for entertainment. This can be done by charging a small registration fee, as was done by the National Association of Stationers and Manufacturers at its convention last October.

CHAIRMEN OF COMMITTEES

The chairman of the General Committee on Entertainment and Banquet is S. L. Nye of S. Kann & Son, Washington, D. C. The chairman of the Program Committee is J. Joseph Estabrook of Hochschild, Kohn & Company, Baltimore, Md.

They will be assisted by Sidney Avery of Brentano's, Washington, William C. Ballantyne of William Ballantyne & Sons, Washington, Fred S. Woodward of Woodward & Lothrop, Washington, and Stanley G. Remington of Norman Remington Co., Baltimore.

It is believed that the first meeting of the Convention will be held on Monday afternoon. If the plans for the entertainment are carried out, it will be the banner convention in the history of the Association, as it will include a reception by President Harding to the Association on the afternoon of the 11th followed by the banquet in the evening.

By opening the Convention on the afternoon of May 8th, it will allow for those who arrive on Sunday plenty of time, and for those who arrive on Monday morning an opportunity to be present at the opening session.

Another American Invasion

WHEN the Berlin dispatches carried recently a story about the burning in the streets of Berlin of 40,000 dime novels, it seemed to indicate that the youth of Germany was being protected from any alien invasion. One reader of the dispatch has reasoned it out that the German soldiers having heard so much about our "Bear Cat" battalions had felt that German youth needed to be fed on Wild West literature in order to be able to hold their own. If this was the reason for their increased consumption of this literature, the concerted movement to stop its use can surely be treated as a pacifist measure helping on the peace of the world.

The same dispatch says that the Berlin boys who parted with these treasures were provided in their place with "classical works and other good books." It is to be hoped that if such a selection were made the Berlin boys did not cease reading altogether but did really benefit by the change. This German censorship seems to have its counterbalance in this country where there have been several efforts to eliminate certain harsh and gruesome features from Grimm's "Fairy Tales" in order that the American children may not be coarsened.

With the new international character of literature being thus demonstrated, the system of exchange professors can have but relatively small influence compared to the appalling possible effect of Wild West heroes going to Berlin and German witches coming to our hearthsides.

Religious Book Week Under Way

THE Religious Book Week feature of the general Year Round Bookselling plan has now had its work well outlined, and the Committee in charge is as follows.

F. S. Braselman, Presbyterian Board of Publication.
Arthur F. Stevens, The Methodist Book Concern.
H. W. Cressman, American Baptist Publication Society.
Vernor Schenck, Congregational Publishing Society.
Arthur Kenedy, P. J. Kenedy and Sons.
S. Edgar Briggs, The Fleming H. Revell Co.
William Thomson, Thomas Nelson and Sons.
Charles M. Roe, George H. Doran Co.
Donald P. Bean, University of Chicago Press.
William McGhee, Kaufman's, Pittsburgh, Pa.
Charles E. Bloch, The Jewish Book Concern.

This Committee was selected at a general meeting of the religious publishers held in the conference room of the National Association of Book Publishers' office, and the details for the work were plotted out. The date, as has already been announced, is April 2nd to 8th. It is hoped and expected that booksellers will find this an unusual opportunity to display religious books. And in the following week, Easter week, the display of devotional books and Bibles is always a book-trade feature.

The large religious organizations have found this plan of general co-operation of great value in stimulating new interest and better methods in book use thruout the country, and the ministers and religious papers have seen an opportunity for promoting religious reading in a way very much in accord with their own natural inclinations.

The Committee has felt that the big theme to be emphasized this year was the need of enrichment of the religious home life thru religious books, and this thought will be expressed in posters and general discussion. Already editors of the religious press have been making suggestions, and prominent writers in the churches have promised articles and messages. As was shown in the way the church leaders took up the subject of children's reading last fall, the general thought of the place of books in relation to the church has been coming to the front, which will make the co-operation much more complete.

"What causes most human troubles? Lack of knowledge. What is the remedy? Reading good books."

"How only can one get the greatest good from books? By owning them."

—W. F. Gregory, Manager Lothrop, Lee & Shepard Company, Boston, in *New Era Magazine.*

The Fellowship of Booksellers

AT the Booksellers' Convention last May, announcement was made of the election of the first members to the Honorary Fellowship of American Booksellers, which had been instituted by the Association to provide a method for giving recognition to those booksellers who had raised their standards to a commendable level.

The Committee in charge of this Fellowship, as appointed by President Herr of the Association, is now sending out to all members an announcement that nominations will now be received for the second year and that five names will again be selected from those nominated. The Committee in charge consists of Frederic G. Melcher, of the PUBLISHERS' WEEKLY as Chairman; Henry S. Hutchinson, New Bedford, Mass.; John T. Hotchkiss, of the J. K. Gill Company, Portland, Oregon; W. P. Blessing, of the Presbyterian Board of Publication, Chicago; Belle M. Walker, of the *Bookseller and Stationer,* New York, and Eugene L. Herr, Lancaster, Pa., *ex officio.*

Nominations either on the official blank or otherwise can be sent to the Chairman any time before March 1st. In connection with the nomination, there should be sent in a brief account of the business career and a few comments on the outstanding characteristics of the nominee's bookselling knowledge and abilities. Those elected last year were: Charles E. Butler, New York: George W. Jacobs, Philadelphia; William Harris Arnold, New York; J. K. Gill, Portland, Oregon; and Joseph M. Jennings, Boston.

The plan of the Fellowship is that nominations may be made by anyone in the book-trade and that after March 1st these nominations will be put into the form of the ballot and sent out to the Association members for vote. About two hundred ballots were cast in all last year.

The Fellowship has no separate officers or organization, but it is believed that by this method the standards toward which the American retail book-trade hopes to direct its progress will be indicated by the character and records of the men who are chosen for this honor. An inscribed parchment is presented to each one elected, and the announcements of election are not made until the annual Convention. Any person nominated one year who does not happen to fall among the first five in the election can be renominated for another ballot. The making of such nominations depends on the initiative of the friends of the booksellers, and the Committee hopes that those who know among their bookseller friends, men or women, who should be considered for this honor will take pains to see that the nominations are made. Extra blanks for the purpose describing the details will be sent by the Chairman on request.

Current Clippings

STOKES has issued a limited edition of Hilda Conkling's "Poems by a Little Girl," a beautiful and potentially rare book.

HUGH WALPOLE'S "The Young Enchanted" has been issued in a special edition besides the ordinary issue. The special edition, limited, is on large paper with the author's signature.

F. TENNYSON JESSE'S "White Riband," published by the George H. Doran Company is listed as a best seller in the London *Times Weekly Literary Review.*

THE *Publishers' Circular,* commenting on the prize of £3,500 offered by Gyldendal, the well-known publisher of Copenhagen, Christiania, and London, for the best novel written in Danish or Norwegian during the coming year, says: "This we believe to be the greatest amount ever offered as a prize for a novel; it is enough to make one learn Danish or Norwegian."

ELIOT HARLOW ROBINSON, author of "Smiles" (Page), is now on lecture tour. He speaks on "Our Contemporaneous Ancestors," the picturesquely primitive men and women of our Southern Highlands—the Cumberland "maountings"—the setting of Mr. Robinson's Smiles stories.

AMONG the honors of the new year's honor list, that of most interest to booksellers, is the conferring of the Order of Merit upon Sir James Barrie. This is the most select of all British orders and contains only one other name honored for literature pure and simple—that of Thomas Hardy.

SIR PHILIP GIBBS has just arrived in this country with his eighteen year old son, who has a leave of absence from Oxford to travel with his father. He delivered his first lecture in a series which he has planned to deliver in Boston, January 10 on "The Chance of Peace."

W .L. George, the noted English novelist and feminist, is now lecturing in America. He delivered his first lecture in New York on January 8 on "The Intelligence of Women."

ON JANUARY 16 the campaign for funds for the Woodrow Wilson Foundation was started. The foundation will make rewards for "meritorious service, democracy, public welfare, liberal thought or peace thru justice." The awards will be called the Woodrow Wilson awards.

"Most" Books

HEYWOOD BROUN'S correspondents, writing to his columns, "It Seems To Me" in the New York *World,* have been making a list of "most books." They have chosen the most amusing book, the most whimsical book, etc.

S. M. K. submits the following list:

The most adventurous novel, Conrad's "Nostromo."

The most humorous, Max Beerbohm's "Zuleika Dobson."

The most romantic, Hudson's "Green Mansions."

The most passionate, Lawrence's "Women in Love."

The most whimsical, Douglas's "South Wind."

The most poetic, Stephen's "Crock of Gold."

The finest book of the struggles of an author, Rolland's "Jean Christophe."

The finest of a bibliophile, Anatole France's "The Crime of Sylvestre Bonnard."

The most realistic, Hamsun's "The Growth of the Soil," Bojer's "The Power of a Lie." or Wasserman's "The Great Illusion," or one of Thomas Hardy's.

The most beautiful, F. W. Bain's "The Substance of a Dream."

The most horrible, D'Aurevilly's "The Story Without a Name."

The most satirical, France's "The Sign of the Reine Pedauque."

Robert Seaman adds:

The most self-revelatory autobiography, "The Life and Letters of Anton Chekhov."

The most practically philosophical, Henry Adams's "Education."

The most revolutionary, to our common ways of thinking, Steffanson's "My Life With the Eskimo."

The most amusing, Pepy's "Diary."

The most psychologically important, Sam Butler's "Note Books" and his letters as given in the life by Henry Festing Jones.

The most up to date, Bok's "Life and Letters."

The most date-less and poetical, Francis Thompson's "Collected Poems."

Books of Cheer and Diversion

A BOOKLIST in a special field and one prepared after a great deal of experience with one group of readers is "Two Hundred Books for Every-Day Use in the Hospital" that has just been published by the Sioux City Public Library, Iowa. The hospital work of Sioux City has been a model of what can be done in the direction of turning books to the best advantage in hospital work, and the description of its efforts has been widely quoted in medical papers thruout the country. Because of the well directed character of the work at Sioux City, the list will be of importance to all who are interested to see that books come to their full value in this tremendously important field. Copies of the list can be purchased at 15c each from the Sioux City Public Library Board of Trustees.

English Book-Trade News

(From Our London Correspondent)

WHILE pre-war standards of Christmas sales were not reached this year, either in volume or cheapness of books, the holiday season of bookselling was extremely good, in spite of pessimism in certain places. There is always pessimism in the trade of books, no matter whether you make, issue or sell them. Why is it? We have looked for the reason everywhere; we have discussed it with the pessimist and the optimist; we have examined conditions in all departments of the trade, but we have failed to find the reason—and what is infinitely better—we have failed to find just cause.

Granted that, every now and again the spirits of the trader, whatever it is he deals in, get down to a pretty low ebb, if he doesn't watch out, in that depth they may stay. Pessimism has no place in business, and the exponent of it never gets very high in his concern. Shrewd leaders weed such encumberers out; they are like rotten apples; they affect others. That means clogged machinery. It is the balanced optimist who scores, and he is a valuable person. Somehow, it is quite a fashionable thing to grouse about bad business where books are concerned, but it is, like the devil, never so bad as it is painted.

The stores here were well filled, and good buying went on. Fortunately, the weather was bright, and that meant money, as you know, for the bookseller. The Christmas book buyer is not altogether easy to satisfy. He wants a certain kind of book, but just what he has in his mind is not always clear. Now *that* is the burden of the assistant which he shoulders rationally and with good temper. Many books have to be shown before satisfaction is given. When the right—apparently right—book is decided upon, there is a sigh of relief. On the whole, while the English Christmas book buyer is exacting, he is a very pleasant individual to deal with. We have spoken of "he," but more often than not the buyer is a "she," and perhaps there is a little more difficulty there.

Among those books which everyone asked for were not a few, which, besides being "popular"—nowadays a recommendation—were also readable. Of course, the classics old and modern, have rows and stacks to themselves, while there may be seen piles of such new books as Gene Stratton-Porter's "Her Father's Daughter." There is a great run on her. Hugh Walpole's "Young Enchanted" and Brett Young's "Red Knight" are going strong. "Mrs. Bindle" is doing a roaring trade, much to Mr. Jenkins's delight, but the novel which is probably selling better than any is that exquisite romance, "If Winter Comes," by A. S. M. Hutchinson. Its success here is great, but in America we hear it is enormous.

A great Christmas seller was Wilfrid Evart's "Way of Revelation," the finest war novel yet written. It is a first novel, and the publishers "backed their fancy" by printing many thousands of copies. They must feel very happy about it. Other books in much demand this holiday time are Carpenter's "Blocking of Zeebrugge," Ponting's "Great White South," Mr. Duster's epoch-making book, Sir William Robertson's autobiography, "Old Time Stories," "The Mirrors of Washington," Ben Hecht's "Erik Dorn," Drinkwater's "Oliver Cromwell," "Recollections and Reflections," Caine's "Mendoza and the Little Lady," Hull's "Shadow of the East," Sir Sidney Colvin's "Memories," Hall Caine's "Master of Man," Marie Corelli's "Secret Power," Lord Salisbury's "Life," Lord Rosebery's "Miscellanies," the book of Lord Frederick Hamilton, Professor Jack's "The Legend of Smokeover," Conan Doyle's "Wanderings of a Spiritualist," Farnol's "Martin Conisby's Vengeance," "Collecting Antiques for Pleasure and Profit," George's "Ursula Trent," Norman Davey's "Guinea Girl," Lady Angela Forbes's "Memories," the new novels by Lowndes, Maxwell and McKenna, "Kate Greenaway's Pictures," and many, many others too numerous to mention.

The books with pictures by the late Lovat Fraser are very successful, while "The Story of the Mikado" is an exceedingly popular book. Finally, the publishers tell us that a very large number of subscriptions are being taken by booksellers for that enormously fascinating new twenty-part serial, "Outline of Science," by Professor J. Arthur Thomson. People are making Christmas presents of subscriptions to old and young. The success of the whole undertaking has exceeded the utmost expectations of the promoters, and the first issues have been printed again and again.

And now for 1922 we hope a brisk drop in costs and a fine rise in sales.

The Only Real Readers

A BOOK-MARK used during the recent Canadian Book Week quoted the following from Stephen Leacock, a selection, headed "The Only Real Readers":

"As a writer of books it is my opinion that children, or at least young persons, are the best readers; indeed, the only real readers. Grown up adults are badly damaged. They read in an inattentive way, with no real effort of mental power to fuse the picture before them into the white heat of imagination. They read and forget. They would pass by Weller and never see him. They would forget Huck Finn's name over-night. Their judgments are the standard of education and their admiration lies dead in the grave of their childhood. For real literary success let me tell a fairy story to the listening ears and wondering face of my little son of four."

Obituary Notes

WILLIAM H. PARKER

WILLIAM H. PARKER, one of the founders of the Booksellers' League of New York, died suddenly at his home in West Haven on December 21. For a number of years he was a salesman with E. P. Dutton & Company, leaving them to engage in farming in Maine. On his return to the book business after two years, he engaged with Brentano's, New York, and later started for himself in the old and rare book business in New Haven. Subsequently he joined the staff at Whitlock's, where he was employed at the time of his death. He was about fifty-five years old, and was known to many as an unusually well-equipped, all-round bookman.

PRISCILLA GUTHRIE

WORD has been received from Colorado of the death of Priscilla Guthrie, founder of the Priscilla Guthrie Bookshop of Pittsburgh. Miss Guthrie was one of the first women successfully to enter into the bookshop field, and developed her store along individual and attractive lines. About three years ago, her health made it imperative for her to leave for higher climates, and the business was conducted for her by W. J. Crull, at first as a temporary arrangement, but finally by his putting his whole time and interest into the development of the business.

MAUDLENA JOHNSON BEANE

MAUDLENA JOHNSON BEANE died in San Diego, California, the latter part of November. She was engaged in educational work for thirty-five years, the last half of which was spent in the Philippines. She retired in 1918 and purchased the Occult Bookshelf and rapidly absorbed several other concerns. She had been ill for nearly two years. She is survived by her husband, her father, six brothers and three sisters. Her husband, Charles Wallace Beane, will continue the business.

KATRINA TRASK

KATRINA TRASK (Mrs. George Foster Peabody), who died at her home in Saratoga Springs, N. Y. on January 7, published a number of volumes of verse, a book of short stories, and several plays for amateurs. She married Spencer Trask, the well-known financier of New York in 1874, who died in 1909, and about a year ago she married Mr. Peabody, a former partner in the firm of Spencer Trask & Company. Her list of titles include Christolan. a poem, (1903); Free Not Bound, (1903); In My Lady's Garden, (1907); John Leighton, Jr.; King Alfred's Jewel: drama, (1909); Lessons in Love: short stories, (1900); Night & Morning, (1907); Sonnets & Lyrics; Under King Constantine, (1893); In the Vanguard: drama, (1913); Invisible Balance Sheet, (1916); Mighty and the Lowly, (1915); Without the Walls: a reading play, (1919).

First New York Bookselling Class

THE lecture room connected with the New York Library School was filled to capacity on January 6th at the first lecture of the series on bookselling, which is in charge of Miss Bessie Graham of Philadelphia, under the auspices of the New York Booksellers' League. Mr. Eisele, as Chairman of the Committee on Arrangements, was in charge of starting the course, and it was found that the capacity of the hall had been easily sold out at five dollars for the course of twelve lectures.

Miss Graham's opening lecture was on biographies, and, after a general introduction to the subject, she gave a most interesting account of the place of the popular books in the biographical field from Boswell's "Johnson" to "Edward Bok." Her comment on these books is of the kind most valuable to booksellers, being full of incisive comparisons and interesting anecdotes that give the retailer just the needed material to help him describe the book to those interested. The class will follow Miss Graham's "Bookman's Manual" as a guide for study.

After the hour's lecture, which begins at seven o'clock, there will always be a talk on some general trade subject, and at this session the subject chosen by the Chairman was that of "Book-Trade Periodicals," which was covered by Frederic G. Melcher.

Women's Book Association

ARTHUR Somers Roche, author of "The Day of Faith" which was published by Little, Brown & Co. last fall, and Mrs. Ida Bensey Judd, a professional story-teller, who will read from Mark Twain's "Joan of Arc," are the speakers for the next meeting of the Women's National Book Association, which is to be held at the Children's Book Shop on January 19, beginning promptly at 8 p. m. The members will dine as usual at 6 p. m. at the Dew Drop Inn, 7 W. 47th St.

Business Notes

BOSTON.—Percy A. Loring, of the Medici Society of America, who has been covering the New England states, is to have his territory extended during the present year to cover the east and middle west and will carry the Medici Prints, the Medici Christmas cards, calendars and post cards, the Riccardi Press books and other books published by the Medici Society, together with the *Burlington Magazine* for connoisseurs, and will also by arrangement carry for this territory the books published by the Marshall Jones Company.

NEW YORK CITY.—Longmans, Green & Co., have removed from 443 Fourth Avenue to 55 Fifth Avenue, at the corner of Twelfth street.

NEW YORK CITY—Samuel Dauber has severed his connection with Stammer's Bookstore, and, pending permanent location, will conduct business at 1351 Prospect Avenue, Bronx.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Alington, Cyril Argentine

Eton fables. 86 p. D '21 N. Y., Longmans, Green $1.25 n.

Fables delivered mainly at Eton in the last five years, collected by the Head Master.

Allbutt, Sir Thomas Clifford

Greek medicine in Rome; the Fitzpatrick lectures on the history of medicine delivered at the Royal college of physicians of London in 1909-1910; with other historical essays. 13+633 p. O '21. N. Y., Macmillan $12 n.

Partial contents. The Fitzpatrick lectures; Byzantine medicine; Public medical service and the growth of hospitals; A chair of medicine in the 15th century; The rise of the experimental method in Oxford.

Amelotte, Joseph

In navy yards what is overhead to productive labor. 44 p. tabs. diagrs. S c. '21 Lynn, Mass. [Author]; 14 N. Franklin St. Court, pap. [priv. pr.]

Arlen, Michael, pseud. [Dikran Kouyoumdjian]

The romantic lady [and other stories]. 3+284 p. D '21 N. Y., Dodd, Mead $2 n.

Four short stories of modern woman.

Atkey, Bertram

Winnie C. Wynn and the wolves; with il. by Leslie F. Benson. 8+310 p. front. pls. D c. Bost., Little, Brown & Co., 34 Beacon St. $1.75 n.

How a charming, yet unscrupulous, young girl matches her wits with the "wolves," who have designs upon her and her "fortune."

Ayscough, Florence, tr.

Fir-flower tablets; poems tr. from the Chinese; English versions by Amy Lowell. 95+221 p. front. (fold. map) O c. '21 Bost., Houghton Mifflin Co., 4 Park St. bds. $3 n.

A translation of the Chinese poets, mostly of the T'ang period.

Bailey, Liberty Hyde

The principles of vegetable-gardening; 18th ed., re-made and re-set. 13+490 p. ill. plans O (Rural science ser.) '21 c. '01-'21 N. Y., Macmillan $4 n.

Bible

Bible precepts for home and school; comp. by Margaret Craig Higgins. 88 p. D [c. '21] Portland, Ore. [Author] 615 E. 66th St. $1.

Selections from the Bible which will make a child realize his religious and social responsibilities.

Blodgett, Harvey Alvaro

Double your savings; it can be done. 97 p. pls., tabs., facsms. D c. '21 St. Paul, Minn., Harvey Blodgett Co., Bank Business Bldg. bds. $1.

Essays on banking and thrift.

Bolton, L.

An introduction to the theory of relativity; with 38 diagrs. 11+177 p. D ['21] N. Y., Dutton $2 n.

Founded on the author's essay which won the Eugene Higgins Prize for a discussion on relativity and gravitation.

Book (The) of saints; a dictionary of servants of God canonized by the Catholic church: extracted from the Roman and other martyrologies; comp. by the Benedictine monks of St. Augustine's abbey, Ramsgate. 9+274 p. O '21 N. Y., Macmillan $5 n.

Brand, Robert Henry

War and national finance. 12+287 p. O '21 N. Y., Longmans, Green & Co., 55 5th Ave. $5 n.

Partial contents: Lombard Street in war; England's financial task; The financial and economic situation; Europe's economic needs; Memorandum of the Allied financial position, August 29, 1916.

Browne, Edward Granville

Arabian medicine; being the Fitzpatrick lectures delivered at the College of physicians in November 1919 and November 1920. 7+135 p. front., facsms. O '21 N. Y., Macmillan $4.50 n.

Partial contents: Meaning of the term "Arabian Medicine"; Periods of Arabian and Islamic history; Evolution of scientific terminology in Arabic; Arabian popular medicine; Anecdotes of notable cures in Arabic and Persian literature. There are also bibliographical footnotes.

[Browning, Robert]

Browningiana in Baylor university; comp. by Aurelia E. Brooks. 7+405 p. front (por.) pls., facsms. O '21 Waco, Tex., Baylor university Press apply.

A Browning bibliography. This collection is the outgrowth of the private library of Dr. A. J. Armstrong, head of the English Department, Baylor University.

Campbell, Thomas Joseph
The Jesuits, 1534-1921; a history of the Society of Jesus from its foundation to the present time. 16+937 p. O [c. '21] N. Y., The Encyclopedia Press, 119 E. 57th St. $5 n.; 2 v. ed. $7.50.
A complete history, written by a member of the Order.

Cardinall, A. W.
The natives of the northern territories of the gold coast; their customs, religion and folklore; with 22 il. from photos by the author and a map; [introd. by Capt. C. H. Armitage.] 12+158 p. front. (map), pls. O [n. d.] N. Y., Dutton $6 n.
Manners and customs of the natives of West Africa.

Casey, Patrick, and Casey, Terence
The gay-cat; the story of a road-kid and his dog. 105 p. front D [c. '21] N. Y., H. K. Fly Co., 9 Barrow St. $1.75 n.
A story of the open road, of a man and his dog, Gay-cat.

Chekhov, Anton Paviovick
The schoolmaster; and other stories; from the Russian by Constance Garnett. 6+302 p. D c '21 N. Y., Macmillan $2 n.
Twenty-nine short stories.

Chew, Samuel Claggett
Thomas Hardy, poet and novelist. 8+257 p. S (Bryn Mawr notes and monographs, 3) c. '21 N. Y., Longmans, Green $1.50 n.
Partial contents: A survey of the novels; Some matters of technique and style; The natural history of Wessex; The poems.

Chitwood, Mrs. Mary Morrison
Saved for a purpose. 228 p. O [c. '21] Bost., The Christopher Pub. House, 1140 Columbus Ave. $2 n.
The story of a boy's life during the time his father was in the gold fields of Alaska.

Coffin, Charles Emmet
The gist of whist; being a concise guide to the modern scientific game; to which is added The laws of whist as recently rev. by the American whist congress; 10th ed., revised. 12+120 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill $1.25 n.

Comstock, Alzada P.
State taxation of personal incomes. 246 p. (2½ p. bibl.) O (Studies in history, economics and public law; v. 101; No. 1; Whole no. 229) c. '21 N. Y., Longmans, Green pap. $2.50 n.
Income tax laws for the various States.

Conyngton, Thomas, and Others
Wills, estates and trusts; a manual of law, accounting, and procedure, for executors, administrators, and trustees; 2 v. 18+825 p. forms, facsms. O c. '21 N. Y., Ronald Press $8 n. set [not sold separately].
Partial contents: Common mistakes in making wills; Probating a will; Contesting a will; Special forms of administration; Making an inventory; Assembling claims and paying debts; Taxes; The laws of trusts; Banks and Trust companies as trustees; Accounting for estate of decedents.

Cutchins, John A., and Stewart, George Scott, jr.
History of the 29th Division; Blue and Gray; 1917-1919; prepared pursuant to G. O. 2 Headquarters 29th Division, A. E. F., January 10th, 1919, at the request of the Division historical committee; approved by the Committee as the official history of the division; [foreword by Major-General Morton.] 41+493 p. front. (por.), pls., pors., music maps (part. fold.) O c. '21 Phil., George Scott Stewart, jr., 4206 Walnut St., c/o 29th Div. Hist. Comm. $4.
This volume contains a complete record of this Division, including the name of every officer and enlisted man who was connected with it.

Dowling, Margaret Caroline
Reading, writing, and speaking Spanish for beginners; with word list [new ed.] 271 p. il. D [c. '13-'21] N. Y., American Book Co., 100 Washington Sq. $1 n.

Duffin, Henry Charles
Thomas Hardy; a study of the Wessex novels; 2nd ed. with an appendix on the poems and The dynasts. 240 p. D (Univ. of Manchester pub. 105) '21 N. Y., Longmans, Green $2.50 n.

Eggleston, Mrs. Margaret W.
Around the camp fire with the older boys. 9+132 p. D [c. '21] N. Y., Doran $1.25 n.
Designed to meet the needs of teachers and parents of boys in their teens.

Bruce, Donald
The alinement chart method of preparing tree volume tables. various paging charts O (Univ. of Cal. pub. in agricultural sciences; v. 4, no. 9) '21 Berkeley, Cal., Univ. of California Press pap. 20 c.

Burnett, Theodore Creti
Some remarks on catalase; [with a short bibliography.] various paging O (Univ. of Cal. pub. in physiology, v. 5, no. 13) '21 Berkeley, Cal., Univ. of California Press pap. 10 c.

Chandler, Asa Crawford
A new species of ray from the Texas coast, and report of the occurrence of a top minnow new to the fauna of Eastern Texas. various paging O (No. 2393; from the Proceedings of the U. S. Nat. Museum, v. 95) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Clark, Austin Hobart
A monograph of the existing crinoids; v. 1, The comatulids; pt. 2. 25+795 p. pls. F (Smithsonian Inst., U. S. Nat. Museum; Bull. 82) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Clark, Clifton Wirt
Lower and middle Cambrian formations of the Mohave desert. 7 p. tabs. O (Univ. of Cal. pub.; Bull. of the Dept. of geological sciences; v. 13, no. 1) '21 Berkeley, Cal., University of California Press pap. 15 c.

Dante Alighieri
List of books on Dante in the Cambridge Public library; compiled on the occasion of the 600th anniversary of Dante's death. 11 p. front. (por.) O '21 Cambridge, Mass., Cambridge Public Library pap.

Dellenbaugh, Frederick Samuel
Books by American travellers and explorers from 1846 to 1900; being chapter 14 of the 3rd vol. of the Cambridge history of American literature; with a bibliography; [45½ p.] various paging O '20 N. Y., [Author], 226 W. 78th St. pap.

Ensign, Forest Chester
Compulsory school attendance and child labor; a study of the historical development of regulations compelling attendance and limiting the labor of children in a selected group of states. 9+263 p. (4½ p. bibl.) O [c. '21] Iowa City, Ia., The Athens Press $2.50 n.
Partial contents: English foundations; The Colonial period; Early national period; Massachusetts, Connecticut, New York, Pennsylvania and Wisconsin [5 chapters].

Erdman, Charles Rosenbury
The Gospel of Luke; an exposition. 229 p. S c. '21 Phil., The Westminster Press, Witherspoon Bldg. $1 n.

Everett, Lloyd Tilghman
For Maryland's honor; a story of the war for Southern independence. 229 p. D [c. '22] Bost., The Christopher Pub House. $2.
A story of the Civil War with the scenes laid in Baltimore, Frederick, Harper's Ferry, the Shenandoah Valley and northern Virginia.

Farmer, Gertrude L.
A form of record for hospital social work; including suggestions on organization; [foreword by Ada E. Sheffield.] 81 p. forms, facsms., tabs. O [c. '21] Phil., Lippincott $1.50 n.
A new way in which case histories may be recorded, which the author points out as being more practical, more economical and more efficient for hospital social work.

Flagg, Ernest
Small houses; their economic design and construction; essays on the fundamental principles of design and descriptive articles on construction; with plates drawn by the author il. methods and results. 11+152 p. front. (plan) il. pls. plans F [c. '21] N. Y., Scribner $10 n.
Partial contents: The Module system in construction; The Module system of design; Architecture and archaeology; Artistic convention; Hardware; Half-timber and plaster work; Open-air shelters.

Fletcher, Joseph Smith
Scarhaven keep. 316 p. D c. N. Y., Alfred A. Knopf, 220 W. 42nd St. $2 n.
The story of the mysterious disappearance of a famous actor. The scene is laid on the Scottish border.

Ford, Harry Egerton
Modern Provençal phonology and morphology; studied in the language of Frederic Mistral. 6+92 p. (1 p. bibl.) O (Columbia Univ. studies in romantic philology and literature) c. '21 N. Y., Lemcke & Buechner pap. $1.50 n.

Franchot, Annie Wood
Max; a midnight adventure; [a fairy story.] 46 p. col. front., il. D [c. '21] N. Y., Dutton bds. $1 n.

Gaño, Darwin Curtis, and Williams, Samuel C.
Gaño's Commercial law; rev. by Ralph E. Rogers and Clyde O. Thompson. 6+409 p. D [c. '04-'21] N. Y., American Book Co., 100 Washington Sq. $1.40 n.

Geister, Edna
Ice-breakers and the ice-breaker herself; [new ed., 2 v. in 1.] 5+169 p. D [c. '21] N. Y., Doran $1.35 n.
Formerly published by The Womans Press.

Gourmont, Remy de
A virgin heart; a novel; authorized tr. by Aldous Huxley. 230 p. D c. '21 N. Y., Nicholas L. Brown, 123 Lexington Ave. $2 n.
The story of the secret aspects of a young girl's heart.

Grey, Zane
Riders of the purple sage; a novel; with il. in col. by W. Herbert Dunton. 5+336 p. col. front., col. pls. O [c. '21] N. Y., Harper $3 n.

Hare, Walter Ben
Readings and monologues à la mode. 140 p. D [c. '21] Chic., T. S. Denison & Co., 623 S. Wabash Ave. $1.25.
Partial contents: A black blue-grass widow; Betty at the baseball game; The newly-weds; How to get married; A cullud lady at the telephone; The Hallowe'en witch; Free years old.

Harrington, George W.
The garden by the sea; and other poems. 9+98 p. D [c. '21] Bost., Cornhill $1.50 n.

Hayes, Augustus W.
Rural community organization. 10+128 p. fold. map D c. '21 Chic., Univ. of Chicago Press $1.50 n.
Partial contents: The need of a rural policy; The trade area; The consolidated school district; Organization of forces and methods of organization within the local unit.

Herbert, Alan Patrick
Little rays of moonshine. 168 p. il. D c. '21 N. Y., Knopf $2 n.
Partial contents: Wrong numbers; Reading without tears; About bathrooms; A criminal type; Little bits of London.

Hergesheimer, Joseph
Cytherea. 371 p. D c. N. Y., Knopf $2.50 n.
A love story of today.

Higginson, Thomas Wentworth
Letters and journals of Thomas Wentworth Higginson, 1846-1906; ed. by Mary Thacher Higginson. 358 p. front. (por.) O c. '21 Bost., Houghton Mifflin $4 n.
An autobiography, in which Col. Higginson describes his Civil War experiences, his travels at home and abroad, his life at Newport in the sixties, and his relations with literary folk of his time.

Hoadley, George Arthur
Essentials of physics; rev. edition. 544 p. col. front., charts, tabs., diagrs. D [c. '21] N. Y., American Book Co. $1.60 n.

Foote, Allen Ripley
The right to strike. 61 p. D [c. '21] Columbus, O., Ohio Board of Commerce priv. pr.

Forbes, Stephen Alfred, and Gross, Alfred O.
The orchard birds of an Illinois summer. various paging tabs. pls. O (Division of the Natural history survey, v. 14; Bull. article 1) '21 Urbana, Ill., State of Illinois Dept. of Registration and Education pap.

Gilmore, Charles Whitney
The fauna of the Arundel formation of Maryland. various paging pls. O (No. 2389; from the Proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Grinnell, Joseph
Two new rodents [genera thomomys and marmota] from the eastern border of California; [with a short bibliography]. various paging il. O (Univ. of Cal. pub. in zoology; v. 21, no. 6) '21 Berkeley, Cal., Univ. of California Press pap. 15 c.

Holleman, Arnold Frederick, and Cooper, Hermon Charles

A text-book of inorganic chemistry; issued in English; 16th English ed., rev.; [with a table of international atomic weights, 1920: 1 p.] 8+527 p. col. front. il. diagrs. (part. fold.) O '21 N. Y., John Wiley & Sons, Inc., 432 4th Ave. $3.50 n.

Hungerford, Ethelbert Arthur

How to get on two pay-rolls; a manual of personal and family finances; with an itemized expense blank for every month in the year. 25 p. forms, tabs. O [c. '21] Indianapolis, Ind., Bobbs-Merrill Co., 18 University Sq. $1 n.

Incorrectly attributed to Edward A. Hungerford in the issue of Nov. 26th, 1921.

Hunting, Harold Bruce

Hebrew life and times; [with a short bibliography.] 188 p. il., pls. D The Abingdon religious education texts; week-day school ser. [c. '21] N. Y. & Cin., Abingdon Press $1.25 n.

Partial contents: Desert pilgrims; Village life in Canaan; The nation under David and Solomon; The wars of kings and the people's sorrows; A revised law of Moses; Jewish hopes made greater by Jesus.

Jeffery, Walter Henry

Deep well drilling; the principles and practices of deep well drilling, and a hand-book of useful information for the well driller. 531 p. il., fold. pls., fold. diagrs. O c. '21 Toledo, O., W. H. Jeffery Co. $5 n.

Keeler, Ralph Welles, and Dean, George B.

A calendar of prayer for 1922; pub. under the auspices of the Dept. of Evangelism of the Board of home missions and Church extension of the Methodist Episcopal church. 111 p. (1½ p. bibl.) D [c. '21] N. Y. & Cin., The Methodist Book Concern pap. 25c. n.

Kershaw, N.

Stories and ballads of the far past; tr. from the Norse [Icelandic and Faroese]; with introd. and notes. 6+256 p. music D '21 N. Y., Macmillan $3 n.

The contents are divided into two parts Sagas and Ballads.

Leechman, J. D., and Harrington, Mark Raymond

String records of the Northwest. 64 p. front., pls. S (Indian notes and monographs; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the American Indian, Heye Foundation, 155th St. & Audubon Ave. apply.

Le Moyne, Louis Valcoulon

Country residences in Europe and America; 2nd ed. with additional material. 8+551 p. il., pls., col. pls. F '21 N. Y., Putnam $15 n.

The first edition was published in 1908 by Doubleday, Page & Co.

Lindeman, Eduard Christian

The community; an introd. to the study of community leadership and organization. 222 p. D c. '21 N. Y., Association Press, 347 Madison Ave. $1.75 n.

Partial contents. The social nature of man; Community institutions and their functions; Types of communities; The process of community action; Christianity and community leadership.

McCoy, William M.

The valley of the sun. 308 p. front. D [c. '21] N. Y., Fly $1.75 n.

A romance of the reclaiming of Death Valley.

Malter, Henry

Saadia Gaon, his life and works. 445 p. O (The Morris Loeb ser.) c. '21 Phil., The Jewish Pub. Society of America, 1201 North Broad St. $3.50 n.

The life of the founder of Jewish science, together with a history of the 9th and 10th centuries in Egypt, Palestine and Babylon. This is the first book of the Morris Loeb Foundation.

Marvin, Dwight Edwards

Fireside prayers. 68 p. D c. '21 Summit, N. J., [Author], 55 Fernwood Rd. pap. 75 c. 1.50.

Prayers for daily use.

Sunset thoughts [verse]. 54 p. D c. '21 Summit, N. J., [Author] pap. 75 c. $1.50.

Mencken, Henry Louis

The American language; an inquiry into the development of English in the United States; 2nd ed. rev. and enlarged. 17+492 p. (30¼ p. bibl.) O '21 c. '19-'21 N. Y., Knopf $6 n.

A treatise on the American dialect of English.

Meredith, William V.

Pageantry and dramatics in religious education; [introd. by Norman E. Richardson.] 212 p. front., pls. O (The Abingdon religious education texts; Community training school ser.) [c. '21] N. Y. & Cin., The Abingdon Press $1.25 n.

Partial contents: Drama the handmaid of religion; Play in education; What is meant by educational dramatics; Types of dramatic productions; Where to use educatoinal dramatics; The values of educational dramatics. There are also bibliographical footnotes.

How paper is made; essential steps in the manufacture of paper from the time it is a raw product until the finished stock reaches the warehouses of the paper merchant, are herein described. 31 p. front. pls. il. O [c. '21] Kalamazoo, Mich., Bermingham & Prosser Co. pap.

Hunt, Caroline Louisa

A week's food for an average family. 27 p. il. pls. O (U. S. Dept. of Agriculture; Farmer's bull. 1228) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Kennedy, Clarence Hamilton

Some interesting dragon-fly naiads from Texas. various paging pls. O (No. 2390; from the Proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Malloch, John Russell

Forest insects in Illinois; 1, The subfamily ochthiphilinae; diptera, family agromyzidae. various paging pls. O (Division of the Natural history survey; v. 13, Bull. article 14) '21 Urbana, Ill., State of Illinois Dept. of Registration and Education pap.

Merriam, John C., and Stock, Chester

Notes on peccary remains from Rancho La Brea; Note on an hipparion tooth from the Siestan deposits of the Berkeley Hills, California, by Chester Stock. various paging il. pls. O (Univ. of Cal. pub.; Bull. of the Dept. of geological sciences; v. 13, nos. 2 and 3) '21 Berkeley, Cal., Univ. of California Press pap. 20 c.

Methodist (The) year book, 1922; Oliver S. Baketel, editor. 40+316 p. il. pors. tabs. diagrs. charts D N. Y. & Cin., The Methodist Book Concern, 150—5th Ave. pap. 50 c.

Miller, William Emer

Miller's Mind training for children; a practical training for successful living; educational games that train the senses; 3 v. 111; 127; 110 p. diagrs. S [c. '20-'21] Los Angeles, Cal., Vaughan Pub. Co., 316 W. 2nd St. bds. $5 set.

Training children to think and to remember thru games and exercises in visualization.

Monteith, Mary E.

The fringe of immortality. 15+204 p. D '21 N. Y., Dutton $2.50 n.

An account of the author's own psychic experiences.

Moon, Truman Jesse

Biology for beginners. 10+558 p. front. (por.), il., diagrs. D [c. '21] N. Y., H. Holt & Co., 19 W. 44th St. $1.60 n.

[Morgan, Ruth]

Your own path; second series. 105 p. D [c. '21] Bost., The Christopher Pub. House $1.50 n.

A collection of mystic messages, received thru automatic writing.

Muller, Richard

Hydroelectrical engineering; a book for hydraulic and electrical engineers, students and others interested in the development of hydroelectric powers systems. 431 p. il., pl., tabs. diagrs. O '21 N. Y., G. E. Stechert & Co., 151 W. 25th St. bds. $6 n.

Murdock, Charles A.

Horacio Stebbins; his ministry and his personality. 269 p. front. O c. '21 Bost., Houghton Mifflin $2 n.

A biography of the pastor of the Unitarian Church in San Francisco, and who had much to do with the development of the California State University.

Nathan, George Jean

The critic and the drama. 152 p. O c. N. Y., Knopf $1.75 n.

Partial contents: Aesthetic jurisprudence; Drama as an art; The place of acting; Dramatic criticism in America.

National Catholic Welfare Council. Bureau of Education.

Directory of Catholic colleges and schools; compiled by Rev. James H. Ryan. 980+49 p. O c '21 Wash., D. C., National Catholic Welfare Council; Bu. of Education, 1312 Massachusetts Ave. $3.50.

A statistical survey of Catholic education in the United States. There are also lists of summer schools and camps.

New York nufold road guide; improved highways, main connecting roads, mileage, city maps and routings; 1922 ed.; [including hotel and garage directory.] 32 p. maps (part fold.) nar. O ['21] Rochester, N. Y., United States Survey Co. pap. 75 c.

There are also similar publications for New Jersey, Pennsylvania, Northern and Southern New England.

Peabody, Francis Greenwood

Sundays in college chapels since the war; sermons and addresses. 9+222 p. S (The college chapel ser.) c. '21 Bost., Houghton Mifflin $1.75 n.

An interpretation for young men and women, of the motives and aims of the spiritual life in the light of present-day conditions.

Potter, Milton Chase, and others.

Oral and written English; complete book; Three-bk. edition. 418+34 p. col. front., il. D [c. '21] Bost., Ginn $1 n.

A laboratory manual in the art of speaking and writing correct English.

Oral and written English; intermediate book; Three-bk. edition. 270+23 p. col. front., pls. (part. col.) D [c. '21] Bost., Ginn & Co., 15 Ashburton Pl. 76 c. n.

Intended for use in Grades 5 and 6.

Presbyterian handbook, 1922; containing facts respecting the history, statistics, and work of the Presbyterian church in the U. S. A.; together with the Weekly meeting topics; ed. by Henry Barraclough. 96 p. il., tabs. T Phil., Presbyterian Bd. of Publicatoin and Sabbath School Work, Witherspoon Bldg. 10 c.

Protestant Episcopal Church

Proposed amendments to the text of the Psalter; prepared by the Committee on the Psalter text of the Prayer book commission to be presented to the convention in 1922. [U. S. A.] 7+45 p. D c. '21 N. Y., Macmillan bds. 75 c. n.

Pycraft, William Plane

The sea-shore; with col., front., numerous other il. and two maps. 4+156 p. (1 p. bibl.) D (The nature lover's ser.) '20 N. Y., Macmillan $1.75 n.

Marine biology for the general reader.

Ralph, Joseph

How to psycho-analyze yourself; theory and practice of remoulding the personality by the analytic method. 318 p. O c. '21 Long Beach, Cal., [Author], P. O. Box 639 $5.

Partial contents: How thoughts are made; Mental exploration; Putting a dream in cold storage; A message from the unconscious; Decoding messages from the unconscious; Killing the roots of a habit; The psychology of disturbing dreams; Building a new mind to order.

Merrill, William Augustus

Notes on the silvae of statius; bk. 5. various paging O (Univ. of Cal. pub. in classical philology; v. 5, no. 10) Berkeley, Cal., Univ. of California Press pap. 35 c.

New York. The Borough of Bronx

The Bronx; New York city's fastest growing borough; [a guide-book.] 40 p. D c. '21 N. Y., The Bronx Board of Trade, 3rd Ave. & 137th St. pap. gratis

Reeve, J. Stanley
Radnor reminiscences; a foxhunting journal; with an introd. by Benjamin Chew; il. with photographs and silhouettes by the author. 14+204 p. front., pls. O c. 21 Bost., Houghton Mifflin bds. $3 n.
An account of the sport shown by the Radnor Hounds, and other packs in Pennsylvania since 1912, with many personal sketches.

Remick, Grace May
The Sheldon six—Rose; il. by Isabel M. Caley. 367 p. front. D (The Sheldon six ser.) c. '21 Phil., Penn. Co., 925 Filbert St. $1.75 n.
A story of the "Sheldon Six" who moved to the country owing to their father's impaired health. For girls from 12 to 14.

Reu, M.
The book of life; senior department of Wartburg lesson helps; v. 1; 2nd ed.; [studies in the Old Testament] 15+318 p. il. maps D '21 Chic., Wartburg Pub. House, 2018 Calumet Ave.

Riley, James Whitcomb
Riley songs of friendship; il. by Will Vawter. 17+184 p. front., il., pls. O [c. '21] Indianapolis, Ind., Bobbs-Merrill $2 n.

Robertson, William George Aitchison
Medical conduct and practice; a guide to the ethics of medicine. 6+168 p. D (Black's medical ser.) '21 N. Y., Macmillan $2.25 n.
Partial contents: Ethics as a branch of philosophy; Before commencing practice; Success in practice; On keeping abreast of scientific study; Etiquette of the sick-room; Lunacy in relation to law; Medical secrecy.

Roget, S. R., ed.
Travel in the two last centuries of three generations. 254 p. front. (pors.), pls., facsms., pors. O '21 N. Y., Appleton $4 n.
Records of trips made to Switzerland, Paris, London and on the Continent from 1779 until 1872, ending with France after the Franco-Prussian war.

Roscoe, John
Twenty-five years in East Africa. 16+288 p. front. pors. pls. fold. map O '21 N. Y., Macmillan $8 n.
An account of life and travel in East Africa in the early days of European settlement, with some facts relating to Central Africa.

Russell, John
Where the pavement ends. 7+319 p. D '21 N. Y., Knopf $2.50 n.
Published in 1919 under title "The Red Mark, and Other Stories."

St. Gertrude
The love of the Sacred Heart. 223 p. D '21 N. Y., Benziger Bros. $2 n.

Saintsbury, George
Notes on a cellar-book; [a series of essays on wines and liquors; with preliminary and note to 3rd ed.] 31+227 p. O '21 N. Y., Macmillan $10 n.

Saville, Marshall Howard
A golden breastplate from Cuzco, Peru. 6p. col. front., fold. il. S (Indian notes and monographs; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the American Indian, Heye Foundation apply.

Schnittkind, Henry Thomas, ed.
The poets of the future; a college anthology for 1920-1921. 220 p. D [c. '21] Bost., The Stratford Co., 12 Pearl St. $2.25 n.
A collection of 125 poems representing 68 colleges in America.

Scudder, Robert Author
My experiences in the world war. 143 p. front. (por.) pors. O [c .'21] Dover, N. J., [Author], 57 First St. bds. $2
A personal narrative of a member of the 5th Division, A. E. F.

Seligman, Edwin Robert Anderson
Essays in taxation; 9th ed.; completely rev. and enlarged; [with 2¾ p. bibl. of the General property tax and bibl. footnotes on Taxation of corporations.] 11+806 p. O '21 c. '95-'21 N. Y., Macmillan $4 n.
The shifting and incidence of taxation; 4th ed. revised. 13+431 p. (29¾ p. bibl.) O c. '21 c. '99-'21 N. Y., Lemcke & Buechner $3.75 n.

Seton, E.
Sundays in the garden of Easter. 165 p. T '21 N. Y., Benziger Bros $1.25 n.

Shakespeare, William
The merchant of Venice; ed. by S. E. Maltby; [with An acting appendix.] 175 p. front. il. S (The kings' treasuries of literature) [n. d.] N. Y., Dutton 70 c. n.
Shakespeare's Henry V; ed. by F. W. Tickner; [with An acting appendix] 222 p. front. (por.) S (The kings' treasuries of literature) [n. d.] N. Y., Dutton 70 c. n.
Shakespeare's Twelfth night; or, What you will; ed. by Richard Wilson; [with An acting appendix.] 127 p. front. S (The kings' treasuries of literature) [n. d.] N. Y., Dutton 70 c. n.

Richardson, Robert Earle
The small bottom and shore fauna of the middle and lower Illinois River and its connecting lakes, Chillicothe to Grafton; its valuation; its sources of food supply; and its relation to the fishery. various paging (1 p. bibl.) tabs. fold. chart, fold. map O (Division of the Natural history survey; v. 13, Bull. article 15) '21 Urbana, Ill., State of Illinois Dept. of Registration and Education pap.

Ryan, Daniel Joseph
Historic failures in applied socialism; foreword by Malcolm Jennings; 5th ed. 47 p. O [c. '20] Columbus, O., The Sears & Simpson Co., 118 Spring St. pap. 18 c.

Sampson, Homer C.
An ecological survey of the prairie vegetation of Illinois. various paging (2 p. bibl.) tabs. pls. O (Division of the Natural history survey; v. 13; Bull. article 16) '21 Urbana, Ill., State of Illinois Dept. of Registration and Education pap.

Shoemaker, Henry Wharton
The black bear of Pennsylvania; ursus Americanus; with chapters by John C. French. 11+92 p. il. D [c. '21] Phil., Newman F. McGirr, 39 South 19th St. pap. $2

Shannon, Earl V.
Crystallographic study of the datolite from Westfield, Massachusetts. various paging il. diagrs. pls. charts (part fold.) tabs. O (No. 2385; from the Proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.
Ludwigites from Idaho and Korea. various paging tabs. O (No. 2395; from the Proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Simmons, Daniel Augustus

Practical psychology; 4th ed. 287 p. D c. '21 Jacksonville, Fla., Bolton Pub. Co. $3 n.

Partial contents: The universal mind; Health and healing; Psycho-analysis; The fountain of youth; Psychology and christianity; Spirit and morality.

Sinclair, Bertrand William

The hidden places; with front. by Marshall Frantz. 318 p. D c. Bost., Little, Brown $1.90 n.

An after-the-war romance with the scene laid in British Columbia.

Skinner, Alanson Buck

Material culture of the Menomini. 478 p. (2½ p. bibl.) front., pls., il. S (Indian notes and monographs; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the American Indian; Heye Foundation apply.

A study of the life of the Menomoni Indians of Wisconsin including social organization, societies, housing, dress for men and women, food and its preparation, means of transportation, handicraft, archeology and ethnogeography.

Tappan, Eva March

Heroes of progress; stories of successful Americans. 263 p. il., pls. D [c. '21] Bost., Houghton Mifflin $1.25 n.

Stories for children of twenty-nine men and women who have achieved greatness in American industry, letters and science. Among them are J. J. Audubon, Elias Howe, Cyrus W. Field, Julia Ward Howe, Luther Burbank, Alexander G. Bell, John Wanamaker, Thomas A. Edison, Edwin A. Abbey, General Goethals, and others.

Taylor, William White

The chemistry of colloids and some technical applications; 2nd ed. 6+332 p. tabs., charts., diagrs. D '21 N. Y., Longmans, Green $3.50 n.

Thornton, Edwin William, ed.

Special sermons for special occasions. 338 p. D [c. '21] Cin., The Standard Pub. Co. $2 n.

Addresses for Christmas, New Year's, Washington's Birthday, Easter, Mothers', Memorial, Thanksgiving and other special days of the year.

Tilley, Arthur Augustus

Molière 363 p. front. (por.) D '21 N. Y., Macmillan $4 n.

Partial contents: Life; L'école des femmes and its critics; Comedy and character; Construction, style, and moral teaching; Note on the authorities for Molière's life [4 p.].

Tobin, Bertha Irene

Recitations, drills and plays for children. 116 p. D c. '21 Bost., Walter H. Baker Co., Hamilton Pl. pap. 40 c.

For children of the lower and intermediate grades.

Tosdal, Harry R.

Problems in sales management. 15+637 p. (24¼ p. bibl.) tabs., diagrs. O [c. '21] Chic., A. W. Shaw Co., Cass, Huron & Erie Sts. $5 n.

Partial contents: The field of sales management; Sales organization; Sales planning and research; Financing of sales; Administrative policies affecting sales management.

Twiggs, Elizabeth C.

Unseen resources. 119 p. D [c. '21] Bost., The Christopher Pub. House $1.50 n.

A religious novel.

Walter, L. H.

Directive wireless telegraphy; direction and position finding, etc.; the theory and practice of directive wireless transmission and reception as applied to the signalling and determination of direction and position on land, at sea, and in the air; for wireless operators, navigators, pilots, students and others. 11+123 p. (2¼ u. bibl.) il. pls. charts tabs. S '21 (Pitman's technical primers) N. Y., Pitman 85 c. n.

Wetherald, Ethelwyn

Tree-top mornings [verse]. 9+65 p. D [c. '21] Bost., Cornhill $1.50 n.

White, William Patterson

The rider of Golden bar; with front. by Remington Schuyler. 391 p. D c. Bost., Little, Brown $1.75 n.

Adventures of a sheriff in driving out cattle rustlers in Wyoming.

Winslow, Belle Hagen

Where man is king. 266 p. D c. '21 Minneapolis, Minn., Augsburg Pub. House $1.50.

A story of family life, with the plot laid in Norway.

Shurter, Edwin DuBois, and Gulick, Charles Adams, eds.

The suspension of immigration. 47 p. 3½ p. bibl.) front. pors.) O (Bull. 2146) '21 Austin, Tex., Univ. of Texas Univ. pap. 15 c.

Sievers, E. G.

Natural-gas gasoline in 1919. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Smith, William Christopher

Congregational church in Chatham [Mass.], 1720-1920; historical address on the 200th anniversary of the organization of the church. 31 p. il. O '20 Chatham, Mass., [Author] pap. 50 c.

Smithsonian Institution

Report of the Secretary of the Smithsonian institution; for the year ending June 30, 1921. 118 p. O (Pub. 2659) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Stose, George Willis

Barytes and barium products in 1920; mineral resources of the United States, 1920—pt. 2. pub. December 6, 1921. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Tinsman, John W.

The Youngstown council; [a satire.] 59 p. il. S c. '21 Youngstown, Mo., [Author] pap. 50 c.

Travelers Insurance Company

The home of the travelers; the Travelers insurance company, the Travelers indemnity company, 37 p. front. (por.) pls. D [c. '21] Hartford, Conn., The Travelers Insurance Co., 700 Main St. pap. gratis

Turpin, Harold Worthington

The carbon dioxide of the soil air. various paging (2½ p. bibl.) diagrs. charts tabs. pls. O (Memoir no. 32; Agricultural experiment station) '20 Ithaca, N. Y., Cornell Univ. pap.

Wester, Peter Johnson

Plant propagation and fruit culture in the tropics; 2nd rev. ed. 134 p. il. pls. O ((Bull. no. 32) '20 Manila, P. I., Bureau of Agriculture pap. 80 c.

Wetmore, Alexander

A study of the body temperature of birds. 52 p. (1½ p. bibl.) tabs. O (Smithsonian miscellaneous collections, v. 72, no. 12: pub. 2658) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Words for the spelling and plain writing contest of the University interscholastic league. 16 p. O (Univ. of Tex. bull., no. 2137, June 15, 1921) Austin, Tex., Univ. of Texas pap. gratis

Rare Books Autographs and Prints

ETCHINGS of New York by C. F. Mielatz are on view at the Brown Robertson Galleries and will be followed next month by the etchings of a group of American artists.

Hodgson & Company of London have recently been instrumental in bringing to light a hitherto unrecorded copy of the first edition of Caxton's "Chronicles of England," 1480.

Thomas J. Holmes of Cleveland, who has been engaged for several years in compiling a bibliography of the writings of Cotton Mather, the New England divine, has nearly completed his task.

Dickens first editions have been bringing good prices in London. A copy of "Pickwick," in parts, brought £610; "A Tale of Two Cities," in parts, £80; and the "Sketches of Boz," 3 vols., original cloth, £76.

Historical records of cathedrals and cities of France made between October, 1918, and March, 1919, by D. Putnam Brinley are on view at the Montross Galleries. The drawings were made on the spot in one sitting and record conditions now being altered.

A collection of early aquatints is now on exhibition at the New York Public Library. Invented in 1768, the acquatint was popular, especially as a medium for illustration, for nearly a century. The selections bring out the beauty of the work done during the height of its popularity very effectively.

A collection of books of modern authors, mainly first editions, together with original manuscripts of the late Edgar Saltus and other important books and autographs from various consignments will be sold at the Anderson Galleries January 18. The collections of Conrad, Hardy, Masefield, Swinburne and Wilde are especially noteworthy. There are several manuscripts of Walt Whitman of very great interest that collectors of the Good Grey Poet cannot afford to overlook.

The New York *Public Library Bulletin* notes the accession of a file of the scarce *Columbian Mirror and Alexandrian Gazette*, published at Alexandria, Va., covering the last four months of Washington's administration. Another acquisition is the Duplessis portrait of Benjamin Franklin, presented by Franklin to Louis de Veilland, mayor of Passy, which passed into the hands of M. de Senarmont, from whom it was secured by John Bigelow who gave it to the library.

A collection of missals, codexes and ancient books belonging to the late Emperor Franz-Josef of Austria-Hungary and said to number upwards of 10,000 items, has been added to the Vatican Library for the use of students of all nations. The collection was the property of a Roman nobleman who donated it to the Jesuits on condition that if the order was suppressed it should be placed in the care of the Emperor who thus became the owner in 1873.

The fine collection of cookery books gathered by Blanche DuPuy, together with many rarities in all classes of literature from various consignors will be sold at the Anderson Galleries January 18. The rarer items include a magnificent copy of the original folio edition of Audubon's "Birds of America" and also of the "Quadrupeds;" a number of Kate Greenaway items including presentation copies and original drawings; Milton's "Paradise Lost," first edition with the 1667 title; William Pitt's copy of the Third Folio of Shakespeare; a remarkable autograph letter of Edgar Allan Poe and many other lots not less extraordinary.

On January 26 and 27 an unusual aggregation of rarities, including twenty-nine consignments large and small, will be sold at the American Art Galleries. The largest and most important of all consignments is a part of the library of Frederick Corder of London which contains some very rare Cruikshank, Rowlandson and Dickens books, many in parts, in the choicest condition and frequently of the utmost rarity. There are also rare association books, first editions of Kipling from the Martindell collection; collected sets of first editions of English and American authors, unpublished manuscripts and colored plate books. It will probably be the most important sale of the season thus far at the American Art Galleries this season.

The famous collection of first editions, association books, autograph letters, manuscripts, and relics of Charles Dickens gathered by the late Dr. R. T. Jupp of London, will be sold at the Anderson Galleries February 1 and 2. The catalog contains 491 lots including some of the greatest importance such as "Pickwick," in parts, with rare points; Dickens "Memoranda Book" containing ideas for books written and unwritten; the manuscript account of the death of Grip the raven; upwards of one hundred autograph letters, some of great personal and literary interest, and a number of personal relics among them Dickens' wedding gift to his bride, the writing case he used in America, etc., all duly authenticated by Georgiana Hogarth.

The New York *Evening Post* sums up the menace of the Fordney Tariff schedule on books as follows: "The amount of the general duty would be raised not merely to the old 25 per cent level, but, thanks to the American valuation section, in many instances high beyond it—to 30 or 35 per cent. This increase would wholly disrupt the long-established co-operative arrangement between American and British

publishers to which we owe the possibility of the publication of many scholarly books of limited demand and many series of books upon which British and American authors have collaborated. It would thus injure no fewer than 175,000,000 English-reading people thruout the world."

"It is a remarkable feature of the present state of the book market," says the *Bookman's Journal* of London, "that there has been so keen a demand for the writings of moderns, in particular, perhaps, George Moore, W. B. Yeats, Max Beerbohm, John Masefield and Walter de la Mare, the latter a writer of peculiar charm and delicacy, whose accession to the ranks of collected authors has been too long delayed. Tho the enthusiasm of collectors of such first editions is not a whit less than their brethren of ampler means who indulge in Caxtons and First Folios the field is nevertheless open to a much larger circle, and certainly affords a relative interest."

France has preparations well in hand for the commemoration this year of the tercentenary of the birth of Molière which occurs this year. The absence of papers written or signed by him is being discussed anew. As actor, author, and manager he led one of the busiest of lives but it is a mystery what has become of every scrap of his writing. Only three signatures are known to exist, one of these is owned by the Comèdie Française and another is in the National Archives. Fifty years ago a receipt of six lines signed "Molière" dated 1656 was brought to light and a few years later another receipt of four lines was discovered, but both documents were pronounced forgeries by experts. There has been many theories and an incredible amount of searching but without result.

The January number of the *Bookman's Journal and Print Collector* is at hand and in text and illustration is quite equal to the preceding three issues in its new form. The first article is an interesting discussion of the question, "'Should Translations Improve upon their Authors?" by Arthur Symons; "The Etchings and Dry-Points of William P. Robins," with illustrations, is the subject of an illuminating article by Malcolm C. Salamon; the rarity of "The First School Prizes," with illustrations, by A. W. Pollard, of the British Museum will especially interest collectors; "With Queen Elizabeth to Westminster," with illustrations, by W. Jaggard, is alive with historical interest. In addition to special articles there are the usual departments, Notes on Prints Old and New," "Book Reviews," "American Notes" by George H. Sargent, "Books in the Sale Rooms," "Book Prices," "Catalogues from Bookshops," "Correspondence," and the specially interesting feature "Men and Matters." The collecting of books, autographs and prints has become highly technical. The collector cannot know too much about what is doing; even a little knowledge sometimes saves much money. The need for a periodical of this kind is apparent to every one. The way to give it its greatest usefulness is to subscribe for it, read it. keep in touch with its editors and encourage them to do their best. Booksellers and collectors should give this matter their attention for it is for their interest that there should be an international periodical of this kind brought to the highest degree of efficiency. F. M. H.

Auction Calendar

Tuesday evening, January 17th, at 8:15 o'clock. The library of the late Albert J. Morgan of Larchmont, N. Y., consisting of splendid sets of American, English and French authors. (Items 185.) The Anderson Galleries, 489 Park Avenue, New York City.

Wednesday afternoon, January 18th, at 2:30 o'clock. A collection of books by modern authors, together with original manuscripts of the late Edgar Saltus and other important books and autographs from various collections. (Items 294.) The Anderson Galleries, 489 Park Avenue, New York City.

Wednesday evening, January 18th, at 8:15 o'clock. The fine collection of cookery books and manuscripts gathered by Blanche Halleck Depuy, together with an exceptional array of rarities in all classes of literature. (Items 266.) The Anderson Galleries, 489 Park Avenue, New York City.

Thursday evening and Friday afternoon and evening, January 26th and 27th, at 8:15 in the evenings and 2:30 in the afternoon. Novelists and illustrators of the XIXth Century, publications in the original parts, forming a portion of the library of Mr. Frederick Corder of London, finely bound sets of first editions from the private library of Mr. David G. Joyce of Chicago, unique Kipling items collected by Captain E. W. Martindell of Ashford, England, Association items of superlative interest, unpublished manuscripts and colored plate books, together with a collection of postage stamps from Mr. G. F. Hammond of Rocky River, Ohio. (Items 795.) The American Art Association, Madison Square South, New York City.

Saturday, January 28th, at 12 o'clock noon. Rare Americana, an extraordinary collection, including many items relating to the West, and some autographs. (No. 133: Items 307.) The Heartman Auction Co., Raritan Bldg., Perth Amboy, N. J.

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The Weekly Book Exchange

Books Wanted and for sale

Under these headings subscribers are charged 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a quarantee of credit. *While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Allan, care Publishers' Weekly

Among the Humorists and After Dinner Speakers, 2 vols., Collier & Son.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

The Way of Salvation, Finnie, second-hand.
Tyrrell, Latin Poetry.
Fowler, Gathering of the Clans.
Washington, Man Farthest Down.
Crawley, Mystic Rose.
Seligman, Economic Interpretation of History.
Hadley, Relation Between Freedom and Responsibility in the Evolution of Democratic Government.
Cole, Unemployment and Industrial Maintenance.
Rose, Development of European Nations.
Symonds, Short History of the Renaissance.
Franks, Sergeant.
Oriller, Man An Adaptive Mechanism.
Galton, Inquiries into Human Faculty and Its Development.
Mann, Life and Works of Horace Mann, 2 copies.
Adamson, Guide to History of Education, 3 copies.
Chicago Group Intelligence Tests.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Pepy's Diary, edited by Wheatley.
Froissarts Chronicles, Translated by Lord Berners, Illustrated edition by Johns.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

Travels in England, Le Gallienne.

Wm. M. Bains, 1213 Market St., Philadelphia, Pa.

Auction Prices Current American Catalogue, complete set or vols.
Ouida, Pascarel.
Moulton's Library of Literary Criticism.
Bailey's Cyclopedia of Agriculture, 4 vols.
Sturgess, Draught, pub. Anners, Phila.

Wm. Ballantyne & Sons, 1409 F Street N. W., Washington, D. C.

American Stud Book, volumes 5, 6, 8, 9 and 10.

N. J. Bartlett & Co., 37 Cornhill, Boston

Fishing, in Roosevelt's Naturalist's Library.
Capt. Brand of the Centipede.
Theory of Pure Design, Ross.
Augustus St. Gaudeus, Cortissoz.
Human Personality and its Survival of Bodily Death, Myers, 2 vols., Longmans, 1915.
The Initiate, Geo. Rutledge & Sons.
The Great Psychological Crime.
Harmonic Series, volume 1.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

Book Exchange and Art Shop, 1109 Capitol Ave., Houston, Texas

Business Cycles, Wesley C. Mitchell, pub. Univ. Cal. Press.
Texas and Texans, by Foot, vol. 1 or sets.
Santa Fe Expedition, Kendall, vol. 1 or sets.
Texas Items.
Art of Love.

The Book Shelf, 112 Garfield Pl. W., Cincinnati, O.

Art of Blending and Compounding Liquors and Wines, Joseph Fleischmann.

The Book Shop of the Glass Block Store, Duluth, Minn.

Allen the Hunter, Haggard.
Lady of the Heavens, Haggard.

Brandt & Kirkpatrick, 101 Park Ave., New York

The Red Mirage, I. A. R. Wylie.

Brentano's, Fifth Ave. and 27th St., New York

Guy Lowell's Italian Villas and Farm Houses, vol. 1.
J. A. Symonds, Greek Poets, first English ed.
Walter Pater, Edition de Luxe.
Hudson Taylor in Early Years, the Growth of a Soul, Howard Taylor.
New Word, Allan Upward.
Polynesian Research, Wm. Ellis or Mills.
Industrial Mexico, P. Harvey Middleton.
The Nautical Lays of a Landsman, Irwin.
Herford's Natural History in Rhyme.
Puzzles Old and New, Prof. Hoffman.
Life of Bryon, E. C. Mayne.
Influence of Wealth on Imperial Rome, Davis.
Fore and Aft, Chatterton.
Ira Remsen, the University Movement.
Educational Reform, W. Eliot.
State Socialism in New Zealand, A. Wallace.
Memoir, Nottingham Journal, Fellsen.
History of Frame Work Knitters, Henson.
Sermon in a Hospital, W. Bassi.
Origin and Significance of the Great Pyramid.
Letters on College Government, 1854, F. A. P. Barnard.
University Education, 1858, F. A. P. Barnard.
University Education, 1851, H. P. Tappan.
Monasteries of the Levant, Curzon.

BOOKS WANTED—Continued

Brentano's—Continued

Palgrave's Arabia.
Lace and Its History, Goldenberg.
Ames on Forgery.
Questioned Document, Osborne.
A Compilation of Sermons and Editorials which were written by the Father or Norman Hapgood, pub. in N. Y. Herald, 25 years ago.
History of the Standard Oil Company, Tarbell.
The City That Never Was Reached, J. T. Stocking.
Book on Tapestries, Leland Hunter.
By the Waters of Egypt, Lorimer.
The Book of the Tarpon, A. W. Dimock.
Business Cycles, Mitchell, 2 copies.
Science and Learning in France, Wigmore, paper ed.
Transcendental Magic, Levi.
Anamolies and Curiosities of Medicine, Dr. Gould & Pyle.
And Afterwards, Mrs. H. E. Gorst.
This Our Sister, Mrs. H. E. Gorst.
The Thief on the Cross, Mrs. H. E. Gorst.
The Soul of Milly, Mrs. H. E. Gorst.
The Light, Mrs. H. E. Gorst.
Wierd Tales, trans. in English, Hoffman.
Bible in India.

The Brick Row Book Shop, Inc., 19 East 47th St., New York City

Books on Bee Keeping.
Bee Keeping, Chesire, 2 vols.
Bee Keeping, Phillips.
Dr. Johnson and Fanny Burney, Tinker.
Anecdotes of Dr. Johnson, first ed.
Sister St. Sulpice, Valdes.
96 His Leave, McKenna.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Dickinson's Chief Contemporary Dramatists, first and 2nd Series, second-hand.
Set of Harvard Classics.
Labratory Text-book of Botany, Mason B. Thomas, Wabash College.
Verba Christi, Temple Classics.
Memoir of Rupert Brooke, Marsh.

Foster Brown Co., Ltd., 472 St. Catherine St., Montreal, Canada

Set Marryat, cheap.
Let Not Man Put Asunder, Basil King.
Set of the Works of Disraeli, well bound.
Second-hand set of Parkman.
The Globe Trotter, Hefferman.
Green Carnations, Hichens.
How to Keep Well, W. Evans.
Canadian Manor and Its Seigneurs, Wrong, 2 copies.
Summer and Winter Houses, Henry Glassford Bell.
Book of the Onanamiche, Chambers.
Bush Songs and Oversea Voices, A. Saffroni, Middleton.
Principles of Religious Education, Bishop Potter.
Psychic Power in Preaching, Kennards.
The Beginnings of New England, John Fiske, cloth, volume 2 of the 8 vol. set of History of the American Colonies.
The Country Town, W. L. Anderson.
Anthony and Cleopatra, Weigall.
Ruined Abbeys of Great Britain, Cram.
Authentic History of the United States Steel Corporation, Arundel Cotten.
Birds of the Bible, Gene Stratton-Porter.
Course on Salesmanship, Stanley R. Kreb.
Memoirs of Napoleon, Bourriene.
Les Origines de la Civilisation Moderne, Godfroi Kurth.
The Universities of Europe in the Middle Ages, 2 vols., Rashdall.
History of English Literature, 1780-1830, Elton, first English edition.

Frank C. Brown, 44 Bromfield St., Boston, Mass.

Alcotts as I Knew Them, Gowing, Clark.
Roses, Their Cultivation, Saxton.
How to Make Money and How to Keep It, Davies, 1867.
Geography in Rhyme.
Animals of Aesop, Illus. by Mora, Estes.
Sam Lovel's Camps, Robinson.
African Foot Prints, Edward Stewart White.
Herman Melville, Anything by.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.

Library of Best World's Literature.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.

Niebelimgen Lied, Ill. by Rackham.
London in the 19th Century, Besant, pub. by Adam and Charles Black.

Gerard Carter, 12 South Broadway, St. Louis, Mo.

Imaginary Conversations, Landor.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

Eddy, Science and Health, any old ed., cheap, 6 copies.

Geo. M. Chandler, 75 E. Van Buren St., Chicago, Ill.

St. Nicholas, clo. bound vols. for 1918, 1919, 2 vols., each year.
Cooke, Clutch of Circumstance.
Ford, Simeon, A Few Remarks.
Roberts, The Flying Cloud.
Bullen, The Sea Waif.
Drake, Salvaging of the Direlict.
Noble, The Grain Carriers.
B. L. T. Links of Ancient Rome.
D'Annunzio, The Sea Surgeon.
Amundsen, The South Pole, 2 vols., 8vo.
Miall, L. C., History of Biology.
Mencken, The Artist.
Mencken, Little Book in C. Major.
Mencken, A Book of Calumny.
Suetonius, Lives of the Caesars, Tudor Trans.
Schurz, Abraham Lincoln, Limited ed. H. M. & Co.
Savallo, House of the Lost Court.
Saunders, Indians of the Terraced Houses.
Santayana, Sonnets and Other Verses.
Roosevelt, Winning of the West, first ed., vols. 3-4.
Poems You Ought to Know, ed. by Peattie.
Perkins, French Cathedrals and Chateaus, 2 vols.

The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, Ohio

Nation, Weekly Jl. of Politics, etc., complete set.
Farmer's Cabinet and Amer. Herd-Book, vol. 6, 13 to end.
Levi, Mysteries of Magic.
Annals of Propagation of Faith, 1838 to end (Eng. edn.)
Walton and Cotton Angler, John Wiley, N. Y., 1848.
Cushman, Hist. of Choctaw Indians, 1899.
Barber, Hist. and Antiquities of New Haven, Conn., 1870.
Brandes, Main Currents of 19th Century Lit., vols. 1-5.
Mencken, Ventures Into Verse.
Ibsen, Doll's House, Intro. by Mencken.
Nietzsche, Dawn of Day, ed. by Dr. Levy.
Wilde Plays, Cosmopolitan Liby.
Harris, Frank, Balzac; Gravitation; Love in Youth; Great Days; Yellow Ticket; Shakespeare and His Love.
Fithian, Jls. and Letters, ed. by Williams.
Clodd, Story of Primitive Man.
Harrison, Ancestry of, by Keith.
Torrey Botanical Club Bull., any odd nos.

The John Clark Co., 1486 West 25th St., Cleveland, O.

Aldrich, History of Erie Co., Ohio.
Lincoln, Any books or pamphlets relating to. Please quote any and all items you can offer at reasonable prices, as at present the field is very broad, and even the more or less common items can be usd, as we have reecntly begun the formation of a Lincoln collection for one of our customers.
Military Costume of Turkey, 1918.
Morley, Christopher D., First editions of Parnassus on Wheels, 1917, Shandygaff, 1918; Mince Pie, 1919; Travels in Philadelphia, 1920.
Magazine of Western History, Sept., 1888, and Jan., 1889.
Reed, Bench and Bar of Ohio.
Thomas, Thos. E., Correspondence relating to Anti-Slavery Conflict in Ohio.
Roosevelt, First editions of any books or pamphlets relating to or written by. Please quote any and all items you can offer at reasonable prices, as at present the field is very broad, and even the more or less common items can be used, as we have recently begun the formation of a Roosevelt collection for one of our customers. These must all, however, be first editions.

BOOKS WANTED—Continued

Columbia University Library, New York City

Miles, E. B., Spirit of the Mountains, Potts.

Columbia University Press Book Store, 2960 Broadway, New York City

Young & Young, Theory of Sets of Points.
Jokai, Maurus, Works in English.
The Book of History, Grolier Soc'y.
Osgood, Amer. Colonies in 17th Cent., 3 vols.
Hamlin, Cyrus, My Life and Times, 2 copies.
Lane-Poole, Life of Lord Stratford de Redcliffe.
Bryant, Wm. C., Family Library of Poetry and Song Memorial edition, 2 vols., leather.
Browning, R., Selections from the Early Poems, Intr. and Notes by W. H. Griffin.
Gulliver, Metallic Alloys, latest edition, 20 copies.
Montaigne, Works, Unexpurgated ed. in English.
Mitchell, Business Circles.
Lais de Marie de France, ed. Warnke, 1900, 5 copies.
New Testament in Ancient and Modern Greek, ed. Vamvas.

Cossitt Library, Memphis, Tenn.

Gilley, C. T., Jingles of a Jester.

Denholm & McKay Co., Worcester, Mass.

Kirsteen, Mrs. Oliphant.

Dixie Business Book Shop, 140 Greenwich St., New York City

Allan on Good-Will.
Histy. of Currency in U. S., Hepburn.

Doubleday, Page Book Shop, 920 Grand Ave., Kansas City, Mo.

Tyler, Sonnets of Shakespeare.
Brandes, Main Currents in Nineteenth Century Literature, 6 vols., Macmillan.
Harris, Eve's Second Husband.
Wodehouse, Something New.
Schiller, Translation of "The Robbers."
Vance, The Fortune Hunter.
Elliot, The Haunted Pajamas.
Frazier, Wooswa and Others of the Boundary.
Fall of Old Fort Louden.
Inman, Santa Fe Trail.
Morgan, Heredity and Sex.
Duckworth, Prehistoric Man.
Hamerton, Etcher's Handbook.
Andoux, Marie Claire.
Haggard, The Yellow God.
White, Custer's Last Battle.

H. & W. B. Drew Co., Jacksonville, Fla.

Rose of Old St. Louis.
No. 161 Sunset Series.
Adventures of An Old Maid, Belle C. Greene.

E. P. Dutton & Co., 681 Fifth Ave., New York City

Adams, C. F., The Constitutional Ethics of Secession.
Barber's American Glass.
Bingham, Across Venezuela and Colombia.
Butler, Samuel, Alps and Their Sanctuaries, 1911, Ordinary ed.
Benson, Dodo.
Current History, vol. 6.
Chimney Tops of Old Haddam.
Clarke, Popular History Astronomy during 19th Century.
Dunning, W. A., Essays on the Civil War and Reconstruction.
Goethe's Faust, Correspondence with Zetter.
Gwynn, S., A Holiday in Connemara.
Geikie, Mountains, Their Origin, Growth and Decay.
Gissing, Charles Dickens.
Grinnell, American Duck Shooting.
Herford, Oliver, Child's Primer of Natural History.
Harker, Miss Esperance and Mr. Wycherly, Scribner.
Iles, G., Soldiers and Explorers.
Ites, A., A Presidential Make-Believe, etc.
Jackson, Persia Past and Present.
Leonard, A. W., Catholic Church at Fountain Head.
Lanier, Hymns of the Marshes, Illustrated by Troth, 3 copies.
Masefield, John, Good Friday, N. Y., 1916, first ed.
McDermott, D. J., Preacher's Protest.

E. P. Dutton & Co.—Continued

Molnar, Devil, The, 1908, Adapted by Oliver Herford.
Meigs, W. M., Life of John Caldwell, Calhoun, 2 vols.
Marwell's Poems, British Poets, 1865.
Mackenzie, Youth's Encounter.
Murdoch's History of Japan, 2 vols.
Miles, A. H., In the Lion's Mouth.
Moule, The Sacred Seasons.
Meyer, Nadine Narska.
Morgan, J., Omar Khayyam, an essay, 1901.
Mencken, George Bernard Shaw, His Plays.
Man Who Would be King, 1896.
Mandalay, 1898.
Moos, The Pope and His Inquisitors, A Drama, Cincinnati, 1860.
Monograph on Kipling, 1897, Scribner.
Mackenzie, J. S., Outlines of Social Philosophy, 1919, Harvard University.
Mines, Mines and Copper Hanbdook, vol. 15.
Morgan, L. H., League of the Ho-de-no-sau-nee, Ed. by Lloyd.
McLean, Francis H., The Formation of Charity Organizations in Smaller Cities. Russell Sage Foundation, 1910.
Masefield, John, Collected Poems, 1st ed., N. Y. 1918, Story of Round House, 1st ed., N. Y. 1912, Same, new and revised ed., N. Y. 1913, War and the Future, N. Y. 1918.
Melville, Omoo and Typee, 1st American edition, Mardi, White-Jacket, Moby Dick, Pierre, Battle-Pieces, Clarel, John Marr, Timoleon, 1st editions, Israel Potter, N. Y., 1855, Piazza Tales, N. Y. 1856, The Confidence Man, N. Y. 1857, John Marr and Other Sailors, N. Y. 1891.
Moore, G., Modern Lover, Confessions of a Young Man, 1st eds.
New York Graphic, any vols.
New York Illustrated Times, any vols.
New York Clipper, 1853 to 1865.
National Police Gazette, 1878 to 1895.
New York Illustrated Times before 1885.
New York Clipper Annual, 1874, 1875, 76, 77, 78, 79, 1883, 1899.
New England Stories by Butterworth, Perry and Phelps, 1893 or earlier.
Neill History of Minnesota, 5th edition, 1883.
Newton, E. A., Amenities of Bookcollecting, 1st ed.
Norris, Vandover and the Brute.
Oliphant, Life of Edward Irving.
Patterson, Geo. W., Our Strongman.
Rules of Russian Bank, Printed for Sale by Brokaw, N. Y.
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Sage, Salmon and Trout, 10 copies.
Scott, W. D., Psychology of Public Speaking.
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Seyd Ameer Ali, Life of Mohammed.
Taylor, Sir Henry, The Statesman, London, 1836 (?).
Vinton, Giles Memorial.
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A Mystery of New Orleans, pub. 50 or more years ago.

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Warne, Phrenology in the Family, Phila. 1839.
Dittmar, The Reptile Book.
Elliotts Botany of South Carolina, vol. 2.
Evelyn's Sylva, Hunter's ed., 2 vols.
Rafinesque, any original publications, 1808-40.
Ruskin, Love's Meinie, New York 1873.

Friedman's, 53 W. 47th St., New York

France, Anatole, set.
Eusebius' Ecclesiastical History.
The Law of Laws.
Pythagoras, any Life of.
Butler's Astrology.
Fiske, John, 1st editions.
Parkman, 1st editions.
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Bohn, Homer's Odyssey.
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Lippincott's Illustrated Medical Dictionary.
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Beacon Lights of History, 8 vols.
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Grayson, Friendly Road.
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Hopkins, E. W., History of Religion.
Norris, The Pit, large paper.
Hastings, Dictionary of the Bible.
Graetz, History of the Jeys.
Saintsbury, English Prosody, 3 vols.
Bibelot, Mosher, 21 vols.
Reynolds, Nature of English Poetry.
Kingsborough, History of Mexico.
Richardson's Novels.
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Di Cesrolo, Cyprus.
Paris, Decorative Elements of Architecture.
Roussel, Jules, Les Vitreaux, 2 vols.
Brooks, Life of Lincoln.
De Goncourt, Jules, Germinie Lacerteux.
Gautier, King Candaules and a Knight of Cleopatra.
Transactions of Am. Soc. Civil Engineers, bound vols.
Mendoza, Life and Adventure of Lazarillo de Tomes.
Morse, Frances Clay, any works of.
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Swift, Journal of Stella.
Children's Hours, 15 vols.
Day, Ornament and Its Application.
Sloane's Napoleon, 4 vols., library ed.
Catlin's North American Indians, 2 vols.
Thomas Paine's Works.
Morley, English Men of Letters, 38 vols.
Taine, French Revolution.

Gardenside Bookshop, 280 Dartmouth St., Boston, Mass.

Hell Open to Christians.
Willson, Science Ancient and Modern.
Launcey, Manors in Province of N. Y. 1886.
Barnum, P. T., Recollections.
MacColl, H., Mr. Stranger's Sealed Packet.
Wonderful Adventures on Venus.
Bertram, J., Travels Through Pennsylvania, etc., reprint.
Poincare's Value of Science.
Valdes, Sister Saint Sulpice.
Tristan and Iseult, A Romance.
Gray, A., Selections from Scientific Correpsondence, etc., 1843.
Darlington, W., Reliquae Baldiomeanse.
Our Western Border, or 100 Years Ago.
Michelangelo by Charles Clement, 1901.
Showerman, G., With the Professor.
Alcott, L. M., Little Men, 1871.

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Ravenel, Charleston, the Place and the People.
Abbott, Lectures on Kant's Ethics.

Goodspeed's Book Shop, 5A Park St., Boston, Mass.

Abbott, Heraldry, N. Y. 1897.
Adams, Henry, Esther.
Cabot, Mrs. J. Eliot, Letters of.
Neil, Colored Patriots of American Revolution, 1855.
Conn. Record Comm. Report, 41st.
Darley, Cooper, Townsend ed., 1st ed. Mercedes of Castile.
Davenport, Homer, Quest of Arab Horse.
DeBarthe, J., Life of Frank Grouard, Scout, 1894.
Dyer, Lure of Antique.
Edwards, S. E., Ohio Hunter, Battle Creek, 1886.
Elliot, D. G., North American Shore Birds.
Flint, James Timothy, anything by.
Hubbard, Little Journeys to Musicians.
Huntington, F. D., Christian Believing and Living.
Innes & McKay, Schools of Painting.
Kemar, S. B., Bliss of a Moment, Poet. Lore Co., 1918.
Lea, Inquisition in Middle Ages, vol. I only.
Macy, There She Blows.
Masters in Art, Aug. 1906, Jan., July, Aug. 1908, all 1909.
Melville, Piazza Tales, Typee & Pierre, old eds.
Mershon, W. B., Passenger Pigeon.
Nordhoff, Whaling and Fishing.
Plager, Paper Ruling.
Porto, L. de, Juliet & Romeo, ed. by Rolf, 1894.
Reynolds, J. Country from Belleville, Ill., to N. Y. City, 1854.
Russell, Clark, Sailor's Sweetheart, Ida Noble, Lone Star.
Samuels, Forecastle to Cabin.
Science of Familiar Things, Text-book, N. H., ca. 1857.
Spears, New England Whaler.
Starbuck, American Whale Fishery.
Thackeray, Rose and Ring, Harper, old ed.
Verrill, Real Story of Whaler.
Widden, Ocean Life in Sailing Ship Days.
Wright, J., Some Notable Altars.
Genealogies, Beebe, Bill, Finch by Couch, 1907, Hibbard, Scotch-Irish by Bolton, 1910, Stiles, Conn. Family, 1895.
Arber, English Garner, reprint, Elizabethan Sonnet.
Beal, History of Sperm Whale.
Bishop, Memories of Hon. Bernice Pauahi Bishop, 1908.
Buchan, The Thirty-Nine Steps.
Chatterton, Fore and Aft.
Elizabethan Sonnet Cycles, ed. M. T. Crow, 1896.
Goode, Report on Fisheries of the U. S., vol. 7.
Lucas, Wanderer in Paris.
Rein, The Industry of Japan.
Reine, Japan, Travels and Researches.
Yonge, Pillars of the House.

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Budge, E. W., Guide to Assyrian and Babylonian Antiquities.
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Michie's U. S. Digest, U. S. E., vol. 7.
Amer. & Eng. Anno. Cases, vols. 1, 2, 5 and 22.

Albert Bushnell Hart, 775 Widener Library, Cambridge, Mass.

E. C. Mason, Veto Power, Boston, Ginn & Co., 1890, 3 copies, out of print.
Hart, A. B., American Foreign Policy, N. Y. Macmillan Co., 1901, out of print.

Hays-Cushman Book Company, 643 Wrightwood Ave., Chicago, Ill.

Jones, E. G., Cancer, Its Causes, etc.
Classics, Sophocles, Euripides, trans. by Way (Avia), Aristophanes, trans. by Rogers.

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Har-Moad, or the Mountain of Assembly, Miller.
Deerbrook, by Harriet Martineau, Harper, 1839.
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Course of Instruction in Good Form, etc.
Ade, Guide Book done for the Indiana Society, 1st ed.
George Washington, 2 vols., Am. Staesman's Series, Large Paper.
Autobiography of Benjamin Franklin.
Daisy Miller, Half Hour Series, 1st ed., 1st issue.
Daisy Miller in Franklin Square Library 303, 1883.
Daisy Miller, A Comedy, 1882, printed not published.
An International Episode, 1879, Half Hour Series.
The Two Magics, N. Y., 1898.
Stolz, Murder, Capital Punishment and the Law, 1873.
Brown, The Dark Side of the Trial by Jury, London, 1859.
Thompson, Physiology of Criminolity, 1870.
Murder and the Death Penalty, 1886.
Thoughts on the Death Penalty, Charles Burleigh, 1845.
Philobiblon—a Treatise on the Love of Books, Richard de Bury.
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Hocschild, Kohn & Co., Inc., Howard and Lexington Sts., Baltimore Md.

Crawford, Salve Venetia, 2 vols.
Edwards, Byron, Dictionary of Thought.
Vol. 13 of Modern Business, Alexander Hamilton Institute, Copyright 1918, fabricoid bining.
Mulford, The Orphan.
Browers, Vale of Illusion.
Kennedy, Rob of the Bowl.
Cooke, Sir Edward, Life of Florence Nightingale.
World Almanac, 1921, cloth.
Hobart, Experience, play edition.
Haggard, The Spirit of Bambaste.
Hudson, W. H., Land's End.
Hudson, Hampshire Days.
Diver, Sunia.
Old Santa Fe Trail.
Gates, Story of Mince Pie.
Carey, Sunny Side of the Hill.
Roberts, Madam Mori.

W. B. Hodby's Old Booke Shoppe, 214 Stanwix St., Pittsburgh, Pa.

U. S. Quadrangle Maps, folio 176, library ed.
Power Magazine, 1909-10.
Electric Chemical Industry, 1909-10.
Carey, God Man.

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Dead Selves.
Holmes, Ancient and Modern Ships, vol. 1.
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Lydekker, Library of Natural History, 6 vols.

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Wrentham, Mass., Vital Records, vol. 2.
Harris, Daniel Pond and His Descendants, 1873.

Johnson's Bookstore, Bookstore Building, 391 Main St., Springfield, Mass.

Puritz, Ludwig, Code Book of Gymnastic Exercises, translated by O. Knof and W. J. MacQueen, publ. 1883. Also any copies of this book in German.

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New International Encyclopedia, 2nd ed.
Schaff, Christian Church.
Kipling, Jungle Books, Detmold illus.
Temple, Bible Dictionary.
Young Folks' Library, vol. 16.

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United States Catalog Books in Print, 1912.
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Gardner, Prophets, Priests and Kings.
Storer, Dr. H. R., Southern Italy as a Health Station.
Evan's Catalog of Engraved Portraits, 2 vols.
Travelers' Guide, Pub. Appleton, 1850.
Thorpe, History of Chemistry.
Mencken, In Defence of Women.
Aldrich, T. B., 36 Lyrics and 13 Sonnets.
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Kate Sanborn's Wall Papers.
Barton, Ponies and All About Them.

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Gen. Register for 1892, odd parts.
Church's Amazon and its Feeders.

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Barbusse, Inferno.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.

Sabin's Dictionary, Americana, any parts.

Little, Brown & Company, 34 Beacon St., Boston

Schlickeysen, Fruit and Bread, A Natural Diet.
Strong and Beautiful Eyes, Emmett Health Pub. Co.
Well's Fly Rods and Fly Tackle, pub. by Harper.
Leupp, Walks About Washington, Little, Brown & Co.
Curtis, Life of Webster, 2 vols.
Works of John C. Calhoun.
God's Good Man, any good edition.

Lord & Taylor Co. Book Shop, 38th St. and 5th Ave., New York

Clarke, Boy's Book of Chemistry.
North American Birds' Eggs.
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Lowman & Hanford Co., Seattle, Wash.

Lewis, Edward Carpenter, 10 copies.
Ford, Sketches by a Confederate Soldier in the Confederate Army.

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Jarchow, Forest Planting.
Corsa, Nut Culture in U. S. Agri. Bulletin.

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Rashdall, Theory of Good and Evil.

Macauley Bros., 1268 Library Ave., Detroit, Mich.

Silas Farmer's History of Detroit.

Madison Book Store, 61 East 59th St., New York, N. Y.

Hawthorne, Julian, Subterranean Brotherhood.
Brewer's Dictionary of Literary Illusions.
For the Sake of the Duchess.

Harry F. Marks, 116 Nassau St., New York

Granger's Bibliographical History of England.
D'Urfey, Pills to Purge Melancholy, 6 vols.
Caulfield, J., Portraits, Memoirs and Characters of Remarkable Persons from Edw. III. to Revolution, 3 vols., 1813.
Caulfield, J., Portraits, etc., from 1688 to George II., 4 vols., 1819.
Johnson, History of Pirates.
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A. M. A. Medical Directory, 1921.
Edinburgh, Sterio. Anat., 5 parts.
Young, Reproduction in the Human Female.
Dalton, Brain.
Schultze & Stewart, Applied Anat.
Lexer & Bevan, General Surgery.
Sobbota & McMurrick, Atlas of Anatomy.
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Sand, Mauprat, in English, Little, Brown.

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Newbegin's San Francisco, Calif.

Hornung, Dead Men Tell No Tales.

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Bristol, F. M., Chaplain McCabe.
Carpenter, Marcus T., Memories of the Past.
Calhoun, C. M., Liberty Dethroned, 1903.
Chopin Bayou Folk.
Crozier, Cave of Hegobar, The Bloody Junto.
Dana, Recollections of the Civil War.
Davidson, Tracks and Landfalls of Bering and Chirikoff.
Devereux, Plantation Sketches.
Duganne, A. J., Utterances.
Eells, Ten Years Missionary Work.
Everett, Edward, Getttysburg Oration.
Fremantle, Three Months in Southern States, Mobile, 1864.
Georgia Scenes, Harper, 1897.
Hall, The Harpe's Head.
History of American Revolution in Scripture Style.
Household Reading, 1868.
Huse, Supplies for the C. S. A.
Jebb, John G., Life and Adventures, 1895.
Lamon, Life of Lincoln.
Lauridsen, Vitus Bering.
Lea and Hutchinson, Ancestry of Lincoln.
Lilly, Lambert, History of the Middle States.
Order of Lincoln, Provisional Ritual.
Phillips, Prize Treatise on Lincoln.
Piatt, Memories of the Men Who Saved the Union.
Root and Connelley, The Overland Stage.
Republican Club, N. Y., Collected Addresses, 1887-1909.
Sarmiento, Life of Lincoln.
Schurz and Bartlett, Abraham Lincoln.
Smylie, istory of the Trial of W. A. Scott.
Sterling's Little Southern Orator.
Vaughn, Then and Now, Minneapolis, 1900.
Visscher, The Pony Express.
War Songs of the South, edited by "Bohemian."
Warner, F .W., Montana and the N. W. Territory, 1879.
West, G. B., The Golden Northwest, 1878.
Wolseley, Robert E. Lee.
Wyeth, Life of Gen. Forrest.
Cash with order if quoted postpaid.

The Norman, Remington Co., Charles St. at Mulberry, Baltimore, Md.

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Eckel, Cements, Limes and Plasters, Wiley.
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Jose, Palacio Valdes, Transl. Brentano.
Cockerell, Book-Binding and Care of Books, Appl.
Brigg & Elliott, Notes and Suggestions for Bible Reading. Revell.
Brady, Chalice of Courage, Dodd, M.
Franklin, Second Expedition to Polar Sea.
Pyle, Robin Hood, 1st ed.
Smith, Isaiah, Expos. Bible, Armstrong ed.

Ernest Dressel North, 4 East 39th St., New York

Abbott, Browning and Meredith, Poet Lore Series.
Adams, History of U. S., 9 vols., Scribner.
Adams, St. Michel & Chartres, 1st edit.
Adams, Albert Gallatin.
Addison, Boston Museum of Fine Arts, 1910.
Alcott, Little Women, 2 vols., 1st edit.

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Barton, Memoir of Dr. B. S. Barton.
Bartram, Travels from Penn to Oswego, etc., 1751.
Benguiat, Sale of Textiles, 1919 (catalog).
Benson, Etchings and Drypoints.
Brady, Young Sailor's Ass't., 1841.
Butler, Once Used Words in Shakespeare, 1886.
Caxton, Lives of Saints.
Chapman, All About Ships.
Coggeshall, Assassination of Lincoln, 1920.
Cortissoz, St. Gaudens, 2 vols.
Dana, Seaman's Friend, 1879.
Darlington, Reliquiae Baldwinianae, 1843.
D'Auvergne, Lola Mendez.
Dexter, St. Memin, 1862 (catalog).
Emerson, Essays, 2nd series.
Exhibition of Stuart Portraits, Boston, 1880.
Fisher, Evolution of Constitution.
Forester, My Shooting Box, Warwick Woodlands, 1851.
Gilchrist, Life of Blake, 2 vols., London, 1880.
Gray, Correspondence of C. Colden.
Greenaway, Almanacks, 1888, 1897.
Gribble, Life of Shelley.
Grolier Club, 100 Famous Books, Washington Irving.
Guiney, Happy Ending.
Guiffrey, History of Tapestry in France, 1888.
Harte, Bret, Any rare first editions.
Headley's Beauties of English Poetry, 1810.
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James, Henry, Any first editions.
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Kalisch, Lives of Twelve Bad Women.
Lancaster, Virginia Homes and Churches.
Lincoln, Works, Gettysburg ed., and A. L. S. S.
Longfellow, Evangeline, boards, Boston, 1847.
Mahan, Any first editions.
Mason, Life and Works of Stuart.
Masters in Art Series, bound.
Mitchell, Hugh Wynne L. P., 2 vols.
Montaign, Don Quixote, Tudor trans.
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VOL. CI. NEW YORK, JANUARY 21, 1922 No. 3

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

January 21, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Publishing Association Steps Ahead

THE new publishers' association, the National Association of Book Publishers, enters upon its third year with a record of accomplishment and a prospect of future continuance and usefulness, which, unhappily, previous organizations had not been able to show. The first of these, the American Book-Trade Union, of the early seventies, was started by the retailers of the Middle West under the presidency of Isaac B. Aston of Columbus, O., and later under the presidency of Anson D. F. Randolph of New York, who as writer, speaker, editor, publisher and bookseller combined in himself the several relations of the association. It had but a brief career of a few years, and its surviving leader is Timothy Nicholson of Richmond, Indiana, its treasurer, who still preserves his business relations with the trade as a retail bookseller under the same name and in the same locality as fifty years ago.

Next came the American Publishers' Association, which started upon a useful career with every promise of continuance, but which was wrecked by the decisions of the Courts that some of its actions, however well meant, violated the Anti-Trust Law, so that it perforce came to an end, to the serious cost of many of its members. Curiously enough, it had scarcely gone out of existence before the government in the war years insisted that there ought to be an association of publishers with which the government could deal. The National Association of Book Publishers has now come to the front and is already dealing with questions, such as tariff and copyright, in close relationship with our government.

The record of the Association, as presented at the business meeting, which will be published in full in our ensuing number, tells the story in detail of what are really extraordinary accomplishments within the short space of sixteen months. Recently, the American Publishers' Copyright League has assimilated itself with the larger organization as its Bureau of Copyright, and throughout this period of organization the new Association has had the cordial cooperation of publishers with very few exceptions, these last largely because of the fear of having relations with any association whatsoever in view of the mistaken legislation of several states as to educational books. Except for these, it represents completely the present scope and variety of American publishing, and, as we have recently had occasion to emphasize, at a time when there is large expectation that American publishing is at the beginning of a great era of development.

For this result a large share of the credit must be given to the first and only President of the Association, who has stood behind the executive officer and the several committees with an energy, enthusiasm and business acumen which have been one of the chief factors of the success of the Association. It has not been given to any President of the United States, even Mr. Roosevelt, to be nominated for a third term through a constitutional amendment, and Mr. Hiltman has been morally forced by the pressure of his appreciative associates into the acceptance of the burden of this post of honor for a third period.

At the business meeting and afterward at the convivial gathering there was universal appreciation of the service which he and others had done for the whole trade, and the unanimity of aim and breadth of purpose which have been shown throughout this short period of the Association's existence give high hopes for its future service in a profession which must increase in ratio both with our increasing population and increasing literacy.

Price Maintenance Decision.

THE conditions of price maintenance is only slightly clarified by a decision in the United States Supreme Court in the Beechnut Packing Co. case. This decision, however, decides that any producer of a product can refuse to sell direct to any purchaser whose business methods, such as price-cutting, he objects to. Whether there can be any general policy of maintaining prices when goods are passed through other hands is left undecided. As it would stand to-day, any publisher is free, as an individual, to cut off any account, but would not be free to maintain prices thru others.

America and the International Copyright Union

THE amendatory copyright bill, of which the text as presented to Congress on behalf of the Authors' League is printed elsewhere, has for its chief purpose the entrance of America into that particular family of nations known as the International Copyright Union. This was one of the earlier purposes of copyright reform, even before the Act of 1891 which, at the instance of the Typographical Unions, contained the manufacturing clauses which made entrance into the Union impossible.

The passage of this bill would not only give us our place with other civilized nations in copyright relations, but would be of especial value at the moment in strengthening the influence of the new liberal government in Canada, which desires reciprocity with America, in disapproving the copyright measure with the manufacturing clause directed against this country, which passed the Canadian Parliament last year but has never had approval of the government.

The draft for the copyright amendatory act has been modified from time to time as consultation developed criticisms or suggestions.

Section 1 provides for adhesion to the International Copyright Union, which consists in notification under this enabling act to the Swiss government and for presidential proclamation, presumably of simultaneous date. The provision to include in the proclamation a list of the countries comprising the Union was omitted because of the awkward precedent which might require the President to make proclamation each time a new country adhered to the Union.

Sections 2 and 3 are necessary concomitants of entrance into the International Copyright Union.

Section 4 repeals in detail the manufacturing provisions and references thereto, the repeal having the assent of the Typographical Unions.

Section 5 contains the positive declaration necessary for entrance into the International Copyright Union by extending the scope of our copyright laws to cover works by citizens or subjects of any country which is in the Union and works by others copyrighted in the countries of the Union. It is not drawn to extend such copyright to works previously published, and it is not yet determined whether this will be in the way of our becoming a Union country. On this point question has been asked of the Director of the International Copyright Union, Prof. Rothlisberger at Berne, who is the highest international authority on copyright. The main and evident requirement is that no formalities should be required, except those of the country of origin or first publication, if any. Tho this requires that works by foreign authors shall not be subject to the formalities required for domestic copyright within the United States, it is not to be considered that this is a discrimination against American citizens, because they in turn have the right to copyright protection thruout all the countries of the International Copyright Union without any other formalities than those in our own country.

Section 6 replaces the absolute prohibition of importation of Section 31 of the copyright code by a prohibition conditioned on registration and deposit by the proprietor of the American copyright. This permits importation without question until such registration and deposit are made, after which importation is permissible only by assent of the American publisher, with the exceptions provided. These are the same as in the previous law, except that individuals and libraries must first require the American publisher to agree within ten days to furnish the desired foreign copy. This provision is felt by publishers to be necessary to assure them of the copyright territory for which they have arranged, but the librarians object to this interpretation, and by unanimous vote at the A. L. A. Council meeting in Chicago, December 30th, have instructed their Committee to oppose this change, which must apparently be fought out at the Congressional hearings. It should be noted that this section is confined exclusively to books and does not cover works of art, etc.

Section 7 provides for regulations "as prescribed" by the Supreme Court, which phraseology extends previous regulations to cover the new circumstances or permits additional regulations.

Section 8 gives the President immediate authority to act, but dates rights and remedies from the subsequent date of the President's proclamation.

Doubtless, discussions of the bill before the Congressional Committee will bring out changes which may prove desirable and which may or may not be opposed, but it is to be hoped that no opposition will have the effect of preventing the passage of the bill in its essentials and of stopping our progress in this direction and our better relations with our English-speaking neighbor across the imaginary boundary which separates us from Canada.

The American Copyright Act

THE following is the text of the proposed amendatory act, making it possible for the United States to enter the International Copyright Union, as prepared for presentation to Congress, on behalf of the Authors' League, for reference to the Joint Committee on Patents, which, doubtless will later give public hearings.

An Act to Amend the Copyright Law to permit the United States to enter the International Copyright Union

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled.

That the President of the United States, be, and is hereby, authorized to effect and proclaim the adhesion of the United States to the Convention creating an International Union for the Protection of Literary and Artistic Works, known also as the International Copyright Union, signed at Berlin, Germany, November thirteenth, nineteen hundred and eight, and to the "Additional Protocol" to the said Convention, executed at Berne, Switzerland, March twentieth, nineteen hundred and fourteen.

SEC. 2. That it is hereby declared that the United States desires to be placed in the first class of the countries which are members of the International Copyright Union, as provided in Article twenty-three of the said Convention of nineteen hundred and eight.

SEC. 3. That the rights and remedies granted by the Act entitled "An Act to Amend and Consolidate the Acts Respecting Copyrights," approved March fourth, nineteen hundred and nine, and the Act amendatory thereof, shall be, and are hereby, extended to the authors of works of architecture and choreographic works and pantomimes as Class (*n*) and Class (*o*) respectively, in the list of classes of copyright works in Section five of the said Act.

SEC. 4. That Sections fifteen, sixteen, seventeen, twenty-one (as amended December eighteenth, nineteen hundred and nineteen), twenty-two and thirty-one of the said Copyright Act of nineteen hundred and nine are hereby repealed, and that the said Act is further amended by striking out from Section nine the words "except in the case of books seeking an *ad interim* protection under Section twenty-one of this Act"; by striking out from Section twelve the words "which copies, if the work be a book or periodical, shall have been produced in accordance with the manufacturing provisions specified in Section fifteen of this Act"; and by striking out from Section fifty-five the words "in the case of a book the certificate shall also state the receipt of the affidavit, as provided by Section sixteen of this Act, and the date of the completion of the printing, or the date of the publication of the book, as stated in the said affidavit."

SEC. 5. "That on and after the date of the President's proclamation foreign authors, not residents of the United States, who are citizens or subjects of any country which is a member of the International Copyright Union, or whose books are first published in and enjoyed copyright protection in any country which is a member of the Copyright Union, shall have within the United States the same rights and remedies in regard to their works, thereafter first published, which citizens of the United States possess under the copyright laws of the United States, and the enjoyment and the exercise by such foreign authors, not residents of the United States, of the rights and remedies accorded by the copyright laws of the United States shall not be subject to any formalities, and they shall not be required to comply with the provisions of the copyright laws of the United States as to notice of copyright, or deposit of copies, and registration:

Provided, however, That any rights accorded by the copyright laws of the United States now in force or hereafter enacted shall extend to such foreign authors only when the foreign state or nation of which they are citizens or subjects grants similar rights either by treaty, convention, agreement, or law, to citizens of the United States, and the duration of the protection for such rights in the United States shall not exceed the term of protection granted in the country of which such foreign author is a citizen or subject or in the country within the Union in which such author's book was first published; and no right or remedy given pursuant to this Act shall prejudice lawful acts heretofore done within the United States or rights in copies heretofore lawfully made in the United States prior to such date."

SEC. 6. That during the existence of the American copyright in any book the importation into the United States of any copies thereof shall be, and is hereby, prohibited, except with the assent of the proprietor of the American copyright subsequent to the registration of American publication and the deposit in the Copyright Office at Washington, District of Columbia, of two copies of any such book:

Provided, however, That, except as regards piratical copies, such prohibition shall not apply:

(*a*) To any book as published in the country of origin with the authorization of the author or copyright proprietor, when imported, not more than one copy at one time, for individual use and not for sale, or when imported, for use and not for sale, not more than

one copy in any one invoice, in good faith, by or for any society or institution incorporated for educational, literary, philosophical, scientific, or religious purposes, or for the encouragement of the fine arts, or for any college, academy, school or seminary of learning, or for any State, school, college, university or free public library in the United States, provided the publisher of the American edition of such book has (within ten days after written demand) declined or neglected to agree to supply the copy demanded;

(*b*) To books which form parts of libraries or collections purchased *en bloc* for the use of societies, institutions, or libraries designated in the foregoing paragraph, or form parts of the libraries or personal baggage belonging to persons or families arriving from foreign countries and are not intended for sale;

(*c*) To works in raised characters for the use of the blind;

(*d*) To works imported by the authority or for the use of the United States;

(*e*) To the authorized edition of a book in a foreign language or languages of which only a translation into English has been published in this country;

(*f*) To a foreign newspaper or magazine, altho containing matter copyrighted in the United States printed or reprinted by authority of the copyright proprietor, unless such newspaper or magazine contains also copyright matter printed or reprinted without such authorization:

Provided, That copies imported as above may not lawfully be used in any way to violate the rights of the proprietor of the American copyright or annul or limit the copyright protection secured by this Act, and such unlawful use shall be deemed an infringement of the copyright.

Sec. 7. That rules and regulations for practice and procedure in any action, suit, or proceeding instituted for infringement of copyright under the provisions of this Act shall be as prescribed by the Supreme Court of the United States.

Sec. 8. That this Act shall take effect immediately, and that rights and remedies assured under this Act shall be effective on and after the date of the President's proclamation.

An Annual Award for the Best Children's Books

At the next annual conference of the American Library Association, which is to be held at Detroit, Mich., the Children's Librarians' Section will make the first award of the John Newbery medal, which is to be given annually to the author, who, during the previous calendar year, has produced the most distinguished book for children.

This award is the result of a plan which was outlined to the Section at the Swampscott, Mass., meeting last June by Frederic G. Melcher, who had been addressing the Conference on Children's Book Week.

Much stimulus to literature and appropriate recognition of good work is accomplished in various literary fields through annual rewards, yet no group or institution has yet planned for any proper recognition of the writer for children; and it was Mr. Melcher's thought that no group could so appropriately make such an award as the Children's Librarians' Section. He offered to see that a medal for annual presentation should be provided and to turn this over to the Section to award by such method as was deemed best.

In suggesting that this be called the "John Newbery Medal," Mr. Melcher pointed out that John Newbery, that famous old London bookseller and publisher of the eighteenth century, was perhaps the first one to recognize that children have special reading interests of their own, and he it was who arranged for Oliver Goldsmith to write "Goody Two Shoes."

The Children's Librarians' Section accepted the offer at the Swampscott meeeting, and authorized its officers to work out a plan for determining the book whose author was to be honored. In accordance with the plan of the Committee all librarians interested are invited to send nominations to cover the calendar year of 1921 to the Chairman of the Children's Librarians' Section, who this year is Miss Clara W. Hunt, Superintendent of the Children's Department of the Brooklyn Public Library.

All nominations must be in not later than March 1st, 1922. No announcements of the result will be made until the time of the annual conference next June.

In sending in nominations, librarians should bear in mind the following conditions: the book must be written by an author who is a citizen or resident of the United States. It must be first published in book form between January 1st and December 31st, 1921. Reprints and compilations are not eligible.

Books on Japan

A NEW and carefully balanced list of books on Japan and Japanese life and history was printed in the *Literary Digest* of January 7th, based on suggestions collected from the various library lists. This bibliography, covering about one hundred books, is a valuable list for the bookseller to have at hand for reference.

Publishers Have Optimistic Meeting

Large Attendance at 2nd Annual Meeting of the National Association

THE second annual meeting and luncheon of the National Association of Book Publishers was held on January 17th at the Yale Club with a large number present. At the business meeting, John W. Hiltman, President of D. Appleton & Company, was elected for another term as President, and in speaking to this nomination John Macrae of E. P. Dutton & Company made a glowing and well-deserved tribute to the initiative, tact and enthusiasm which had been shown by Mr. Hiltman and which had been responsible for the growth of the organization and the value of the work accomplished.

The report of the last meeting was read by Frank C. Dodd, the Secretary, and the Treasurer, Alexander Grosset, showed that the Association had lived within its budget and had also been handling funds of the book promotion campaigns which are carried on as a separate enterprise. Both Mr. Dodd and Mr. Grosset were reelected Secretary and Treasurer, and as Vice-Presidents John Macrae of E. P. Dutton & Company, Charles C. Shoemaker of the Penn Publishing Company, Alfred McIntyre of Little Brown & Company, Ogden T. McClurg of A. C. McClurg & Company were elected. The directors for three years will be W. E. Pulsifer of D. C. Heath & Company, William Thomson of Thomas Nelson Sons, Edward S. Mills of Longmans, Green & Company, Ogden T. McClurg of A. C. McClurg & Company, George L. Wheelock, The Century Company. Ten other directors carry over for the ensuing year.

The President in his address spoke of the fine cooperation that had been obtained from the Board of Directors and the Executive Committee, and congratulated the organization on the fact that the publishing business had passed through a most disturbing year, suffering less than most lines of commodities. He emphasized the business aspects of publishing and the fact that publishers must look at their investments and depreciations on the same basis as other manufacturers do if they are to keep in aggressive condition for new enterprises and successful selling. He believed that all lines of business had found the value of quick turnover and that retailers would be more likely than before to buy often and sell quickly, and publishers must on their part watch against accumulating non-fluid investment.

The Executive Secretary made a detailed report of the work of the year, showing the continuous activity that goes on at the office and the pressing problems that had come up in 1921, problems of wage scales, of forty-four hour week, of freight rates, traveling expenses, photo-engraving contracts, tariff, copyright, all of which made the weekly meetings of the Executive Committee both necessary and continuously valuable to the whole industry. In the new quarters there is room for a large conference room and a smaller committee room, as well as two offices, one of which is used and paid for by the promotion campaigns.

The Committee on Tariff, through its Chairman, John Macrae, reported on its activities since the Fordney Bill was announced in July and with regard to the present situation in Washington. He believed that the American book-trade was now in a position where it did not need protection, except in so far as the government needed revenue from all imports.

Mr. Melcher, reporting for the Bureau of Copyright, outlined to the members the features of the new Copyright Bill, and gave to members a draft of the revision as it was being presented to Congress. He pointed out the importance of our entrance into the Berne Convention and of the most creditable attitude of the printers toward this change.

Mr. Shoemaker reported for the Committee on New Outlets and told of the many inquiries received for information about new bookstores, of the circularization of the pamphlet on "Opening A Book Department." Copies of the new pamphlet on "The Successful Bookshop" were given their first distribution. This is intended to give newcomers into the field of small, intimate bookshops some practical information on how to begin business. Mr. Pulsifer of D. C. Heath Company reported for the educational group, and Mr. Watson of W. L. Saunders Company for the medical group. Mr. Doubleday, speaking for trade publishers, made one of his characteristically pungent speeches, suggesting that one of the differences between a publisher and the average manufacturer was that the publisher would sometimes issue books out of pure friendship and against his best judgment as a publisher, while no manufacturer of tools, for instance, would put out a screw driver unless he felt that was *the* one best instrument for its purpose.

Mr. McClurg, speaking on Middle Western conditions, gave a talk that was listened to with great interest, analyzing the reports that had been coming in from the cotton belt, where things were more encouraging from the corn belt, where there was naturally a strong reflection of the farm product prices, and from the Northwest, where the first reports in were highly encouraging. He emphasized the importance of the general promotion of books by the publisher, in order that the jobber and retailer may get full results from their own selling effort. At the close of the meeting, Mr. Stokes expressed the opinion, which was echoed in a rising vote, that the thanks of the whole organization be extended to President Hiltman for what he has done for publishing

and for the Association during the year and that this expression of opinion should be written into the minutes. At one o'clock, those who had attended the business meeting and others from the publishing organizations gathered at a luncheon in the Club, one hundred people being seated.

After the luncheon, President Hiltman turned the gavel over to Frederick A. Stokes, member of the Executive Committee of the Association, and deservedly favorite toastmaster in publishing circles. Mr. Stokes referred to the gathering as "a little disarmament conference among the book publishers," and congratulated the group on the large and enthusiastic attendance.

He introduced as the first speaker Joy Elmer Morgan, Editor of the *Journal of the National Education Association.* Mr. Morgan made a brilliant and suggestive speech, under the subject of "The Education Renaissance and the Book Publisher." He evidenced the fact that there was a world-wide determination that education should be really universal, and that, in this country especially, organization was being rapidly rounded out so that we should have better teachers, and therefore more intelligent and better graduates from our schools. He spoke of the important place of general reading in any educational effort and of the place that book publishers had in the general scheme of educational increase. Mr. Morgan was followed by Carl H. Milam, Secretary of the American Library Association, whose suggestions as to what the libraries were doing and how this fitted into such plans that the publishers and booksellers were doing were very pertinent to the atmosphere of the were very pertinent to the atmospnere of the meeting and highly applauded.

Representing the Authors' League of America, of which he is President, Jesse Lynch Williams made a graceful speech, and emphasized the constructive work that the authors were doing. Besides their initiative in bringing this country into the Berne Conference, he spoke of their efforts toward heading off censorship. Very recently the League called together a group of people representing various theatrical interests: managers, actors and writers, and the concrete suggestion coming from that discussion was that a plan should be made for the providing of a panel of one hundred to three hundred people in the city or vicinity, women from civic clubs perhaps or men prominent in city affairs, representatives drawn from the universities, etc., and from this large panel of intelligent people there should be drawn a jury of twelve who would be called upon when any complaint should be registered against a play and pass opinion as to its worthiness. If it was judged by such a jury to be a bad play, it would be taken from the stage under contract agreed to by managers, authors and actors interested. It was thought that some such agreement could be reached.

The toastmaster read a letter of greeting from Eugene L. Herr, President of the American Booksellers' Association, who was prevented from being a guest.

George W. Hopkins, Vice-President and General Sales Manager of the Columbia Graphophone Company, gave a stimulating talk on "Merchandising Nationally," making many suggestions based on his experience in several lines of merchandise. The program closed with a humorous talk by Donald Ogden Stewart, author of "A Parody Outline of History." At the head table with the speakers and as guests of honor were those to whom Mr. Stokes referred as "deans in the profession," W. W. Appleton. George Haven Putnam and R. R. Bowker.

Biography in Fictional Form

THE *News Letter* issued by the Apprentices' Library of Philadelphia, of which Bessie Graham is now librarian, records that the name of the library in its original meaning is now obsolete. The students of library science at the William Penn Evening High School have been serving as volunteer workers in the library in order to get practical experience in library work, so that the library again seems to be truly an apprentices' library. This *News Letter* tells about the library's timely topics shelf, which changes weekly. In November, these were the chosen subjects:

Books on Disarmament—Readings for the Arms Conference.

Books of Travel to Literary Places in England.

Novels Based on the Biography of Actual Men and Women.

The list of biographical novels included:

Atherton, Gertrude, The Conqueror (Alexander Hamilton).

Bacheller, Irving, A Man for the Ages (Abraham Lincoln).

Ervine, St. John, Changing Winds (Rupert Brooke).

Eliot, George, Romola (Savonarola).

Johnston, Mary, Lewis Rand (Aaron Burr).

Hewlett, Maurice, Bendish (Byron).

Meredith, George, The Tragic Comedians (Lassalle).

Meredith, George, Diana of the Crossways (Caroline Norton).

McCarthy. Justin Huntly, Flowers of France (Joan of Arc).

McCarthy, Justin Huntly, The God of Love (Dante and Beatrice).

Moore, F. Frankfort, The Jessamy Bride (Goldsmith).

Overton, Grant, The Answerer (Walt Whitman).

Sedgwick, Anne Douglas, The Encounter (Nietzsche).

Stowe, Harriet B., Agnes of Sorrento (Savonarola).

AN ATTRACTIVE VISTA OF BOOKS AND ILLUSTRATIONS ARRANGED BY BULLOCK'S BOOK DEPARTMENT, LOS ANGELES

Browsing in Bullock's Book Corner

THAT is the title which a grateful patron gives to two columns of appreciation in the Los Angeles *Saturday Night* of the noon-hour pleasures to be found browsing at Bullock's.

"To find a literary atmosphere in a department store book section is an unusual circumstance, writes the reporter, yet that is the achievement of the delightful corner of Bullock's, where Miss Foster's book department is.

"Two weeks ago the sympathetic management gave Miss Foster liberal space on the second floor of the seventh street frontage of the big store, which already imparts a private library effect, rather than that reflected by the ordinary commercial display of books. This is due to the presence of numerous original paintings of the colored illustrations in the Christmas books, adult and juvenile, tastefully arranged on tables and easels.

"Carved benches, placed in sunny niches contiguous to groups of books, judiciously selected by Miss Foster, add to the attractiveness of the ensemble and invite the browser to sit down and dip into the contents. Here one may forget the roar of traffic below, the call of the office to return to business duties and the promise to one's stenographer to be 'back at two.' That pledge was given before the Bullock lure was realized.

"Miss Foster knows her books, and has so classified and grouped the collection of current novels, histories, essays and standard works, that her latest joined assistant may without difficulty lead the tentative purchaser straight to the desired goal. Especially well arranged is the children's section.

"Gray walls, with soft gray silk hangings, form a soothing background and give the right tone to the surroundings. Serenity of mind is an excellent aid to the contemplation of books, and not often in a department store can this attribute be induced.

"Miss Foster realizes that the buying public will not expect in a department store book section everything that the Los Angeles public library, for example, can yield on peremptory summons. Her aim has been to keep well abreast of the notable works of fiction, ever-selling stories and juvenile literature. In this way, the ready wants of the multitude are supplied, while the more discerning readers, and harder to suit, are seldom disappointed."

Good Bookmaking

NOT all the beautiful volumes that came rapidly to the office as the 1921 season came to a close could be included in the last summary and comment on America's good book-making. While the word "gift book" is no longer used as a designation of a type of volume that reaches its one and only audience between Thanksgiving and Christmas, that season is the best opportunity for marketing handsome volumes in which the investment for illustrations and plates has been heavy.

The Penn Publishing Company has had two beautiful volumes with the advantage of Frank E. Schoonover's handsome paintings. Perhaps no other artist working in the historical field comes so near to the Wyeth standard. The colored illustrations in Lucy Madison's "Lafayette" have been finely reproduced, and the head-pieces are equally attractive. The book has a type page very suitable to the needs of this subject. The Penn Publishing Company also provides Schoonover illustrations for "Toilers of the Trails" by George Marsh. These are in black and white with the exception of the frontispiece.

Detmold's illustrations of animal life have always been held in high esteem, and Dodd, Mead & Company produced a beautiful volume of Fabre's "Book of Insects" with a score or more of these beautiful drawings in full color and a type page of great attractiveness.

The new care given in book illustration is responsible for the colored drawings of "Famous Colonial Houses" by Paul M. Hollister (David McKay Company.) These drawings are by James Preston and illustrate a dozen of the beautiful places of our early times. His ability to render the architectural details and yet give the atmosphere of the fine old places gives this book a high standing among the illustrated books of the year.

Besides his edition of "Scottish Chiefs," Wyeth produced thru the David McKay Company "Rip Van Winkle," some of the drawings being in his very best and most successful vein. The book has many black and whites as well as interesting lining papers.

A fine example of the best rendering of architectural photographs is shown in the "Small French Buildings" by Coffin, Polhemus and Worthington, published by Charles Scribner's Sons. These photographs have been printed in a brown tint, and are as rich and deep as a rotogravure in their reproduction.

An unusual children's book comes from Duffield Company, "Gargantua," with illustrations by Adrien Leroy, reproduced from the French edition of a few years back. The full page plates are something in the vein of Job's famous drawings, and the black and whites thickly scattered thru the text are bound to give the book added zest for the reader.

Lovers of the writings of W. H. Hudson will be pleased to find a new American edition of "The Shepherd's Life" with the delightful illustrations of Bernard C. Gotch, which has been set up and printed in this country by E. P. Dutton & Company. The black and white drawings and chapter headings are perfectly in keeping with the mood of the book.

Harcourt, Brace & Company have designed a very attractive 12mo for their "Modern Russian Poetry" by Deutsch and Yarmolinsky. The type selected and page headings are well balanced, and the presswork clear and clean.

An interesting volume of plays is Macmillan's edition of "Four Plays for Dancers" by W. B. Yeats. The illustrations and cover design are very effective.

Two attractive volumes of poems are "Dreams Out of Darkness", by Jean Starr Untermeyer (Huebsch) and "The Captive Lion and Other Poems" by William Henry Davies (Yale University Press.) Another fine volume from the Yale Press is "Art and Religion" by Von Ogden Vogt. This shows the impress of Mr. Rollins's masterly hand in the selection of types and in the planning of the introductory pages. The type being used for the page numbering is unusual and effective, being placed at the bottom of the page.

From Fresno, Cal., comes a well designed book entitled "A California Pilgrimage," published by private subscription for Louis C. Sanford, and printed by Bruce Brough at San Francisco. The pages show a fine use of Caslon with delicately colored initials and interesting chapter headings. The book would be a creditable piece of work for any book manufacturer.

To Alfred Fowler of Kansas City collectors and students of the book-plate are indebted for a book entitled "Book-plates for Beginners" with twenty or thirty reproductions. As with all the books from Mr. Fowler, the typography is worthy of the subject being handled.

Following the beautiful edition of Dante's "Inferno," printed by the Updike Press last spring for the translator Eleanor Vinton Murray, comes another handsome volume containing all three books of "The Divine Comedy," translated by Melville Best Anderson, and printed by the World Book Company of Yonkers. The volume is handsomely designed and beautifully bound in Italian board with vellum back.

Houghton Mifflin has made a beautiful book out of "Fir Flower Tablets," one of the most pleasant and well planned books the recent weeks have brought forward. The problem of setting a well balanced page from material in such broken form was not an easy one, and has been carried out with perfect success. The binding in red boards with blue back is striking and yet in excellent taste.

A good example of sound book-making for a 12mo novel is shown in "The Romantic Lady" by Michael Arland, published by Dodd, Mead & Company.

An attractive little book from Knopf is "Little Rays of Moonshine" by A. P. Herbert, well planned to meet the style of the contents.

Reminiscences of a Book Scout

By Joseph Jewett Barton

WHEN I lived in Brooklyn, Roger Mifflin and I used to take weekly turns doing the Ghetto over in Newark, and I believe it was he who unconsciously saved me a lot of work one day; perhaps he did not, but *somebody* with a good eye for values, did.

There used to be a man down on a side street who "buys and sells anything and everything," and his place looked as tho he lived up to his sign. He isn't there now so you needn't start for Newark tonight; at present he keeps a grocery store in Waterbury, Conn.

He was a peculiar cuss, always sat in an old chair directly in the door-way and if he didn't like your looks or knew you too well, he wouldn't move and let you in, but just growl that he didn't have anything today that would interest you.

I made a hit with him finally, by purchasing a picture he had on the sidewalk out in front, at his own price. A fine, cobwebby, dusty bit of architecture it was too, the glass looked as tho it should be ploughed but it was good enough for me and besides I wanted to get inside. This was about the sixth trip there and I hadn't been thru the door yet.

Then I asked, "Haven't you any more pictures," and he said I could look around if I wanted to. I looked, and over in a corner behind a lot of iron beds I saw three soap boxes nailed up, that suggested books to me. "What's in the boxes," I asked Growly, and he said "books," and then I got the boxes opened and found that all the good ones were in one box. In the other two boxes there wasn't a book worth over twenty-five cents at retail; all fine, crisp, clean copies they were, but of absolutely no use to me.

But *the* one box was like a long, cool drink after a hike thru a desert.

This business of pawing over a lot of Sunday school, theological, middle-aged law, medical books and cheap fiction when you are looking for real stuff, gets a little tiresome after a while.

I found Mark Twain's "Jumping Frog," New York, 1867, first edition, first issue, with the perfect "i" on page 198; "Leaves of Grass," Boston, 1860-61, with the tinted portrait of the author and the orange colored cloth cover, first issue of this edition; Valentine's "Manuals of the Common Council, 1845 to 1850 inclusive," and I assure you the manuals of those dates, except 1850, are pretty desirable books.

Then there were several firsts of Harte and two of Hearn: "Ghombo Zebes," 1885, and "Chita," 1889; the rest of the box, some forty books, were all quite ordinary, but good sellers.

Strange that all the good ones are in one box, I thought, wonder what happened, but I kept back that query for another day, just got an expressman and shipped my box to Brooklyn. The whole transaction, including express charges cost me less than six dollars and I realized eventually quite a fair day's wages.

On my next trip to Newark I asked Growly, "Haven't you any good books anywhere, that box was pretty fair, but what I want is real books, and I will give you a good price for them; now stir around and see if you haven't some more hidden away."

My conversation seemed to interest him, and he commenced poking around in the corners and behind old bureaus and various junk, mumbling to himself all the time, and I was helping him poke.

At last he broke into intelligible speech to the effect that "A smart Aleck book buyer came into my shop last winter and picked out a lot of books and put them into a box, and then he tried to jew me down on the price and I got mad and I wouldn't sell them to him at any price."

I bet Growly talked to me an hour telling me about that "smart Aleck feller" and I wasn't interested a little bit, but I had to stand and listen to it or he'd probably get "mad" at me and I'd follow Aleck.

What I wanted was the box that Aleck had packed but we never found it, tho I suggested that he had sold it to somebody else. No! it wasn't sold, it was around somewhere, because he hadn't let any feller wanting books in there since he fired Aleck.

I put in a full day looking over that shop and there wasn't another book in it. It finally dawned on me that Growly had his number of boxes twisted, and there never had been but three boxes, and I already had bought Aleck's box.

On subsequent trips I always asked if he had found that box yet, but he never had, and could not seem to understand where it had gone.

As a decent Christian gentleman I suppose I should have given Mifflin half of that box; instead I never even mentioned it to him, but then again, he had his chance and failed, and I certainly earned what I got.

* * * * *

Growly felt so badly about not finding the box that a couple of months later, in order to square himself and also in consideration of two dollars cash in hand for the information, told me that a countryman of his had bought two truck loads of books the day before and "He lives in a flat over on Broome Street, and you should drop in on him, but don't tell him I sent you."

I dropped in, and in his dining and sitting rooms he had about three tons of books; where they came from I don't know, it doesn't pay to be inquisitive when you are trying to buy from people of that kind, but they certainly were not from a private library, and were the queerest mixture I ever saw.

Our Army of Students

NEVER has American youth been pounding so persistently on the doors of the colleges, and the reports of registration that have come in indicate an increased enrollment of about 7.1%. The Boston *Transcript*, in commenting on this increased demand for educational facilities, gives some interesting statistics as to the size of this army of students.

In a selected list of seventy-four colleges, it finds a total of 197,000 students, an average of nearly 3,000 per college, ranging from the University of California and New York University, with over 10,000 each, to Clark University with 200. Of these totals, 57,000 are women. Besides this, these same colleges are largely interested in extending their facilities thru summer schools and extension courses. In this one list of colleges there are 73,500 among the summer students and 92,200 among the extension students. In this latter column the University of California has a total of over 20,000 and the University of Wisconsin over 18,000.

The importance of higher education in making lovers and users of books is an obvious inference to a book-trade paper, but it is interesting in noting such figures to realize that institutions of higher education are becoming more and more conscious that, in order that the effect of their work may extend into the adult life of the graduate, courses and lectures must be so shaped that the student shall see that education is a thing to go on for life and not an operation to be passed thru and called finished. On all sides one sees efforts of the instructors to connect up courses with practical life. There are libraries on every campus and a greater variety of use of these libraries than ever before. In many cases there are sectional libraries so that the student of agriculture or architecture or domestic economy visualizes books as a part of his or her future career.

Side by side with the effort to increase this extension of instruction thru books and personal reading, should go the appeal of book ownership, which, as every book lover knows, gives a certain added interest to reading that can not be had from any borrowed book. Probably out of the seventy-four colleges whose totals have been quoted not more than a score are in cities or towns where there are bookstores of real cultural possibilities. The movement for better college town bookshops has been well begun, and in many colleges one will now find a bookshop not only handling the textbooks, which is the conventional work of a college town bookstore, but providing the browsing ground for increased personal reading.

With the experience in hand gained in these shops there should be determined effort on the part of those who believe in the Book and who know the value of a personal library, to increase the number of good bookshops in college communities. This is so important a point that faculties would do well to consider it as the thing for them to help bring about and not a thing to be left to chance.

In one college community where a bookstore was started, a few instructors felt that it would be an instrument for diverting students from their textbooks and therefore to be promptly discouraged. This same bookstore, however, proved its worth and is now appreciated by the entire institution. A conception of a college as a place where certain textbooks must be finished to the exclusion of all other humanizing and cultural influences will not stand analysis, and the colleges not having such book centers at hand should give impulse to this important movement and it should be watched and encouraged as one of the significant movements that will be a marked feature in the growth of the book-trade in the next few years.

Record of American Book Production December, 1921*

Classification	New Publications			By Origin			
					English and other Foreign Authors		
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total
Philosophy	20	4	12	31	1	4	36
Religion	51	2	14	62	1	4	67
Sociology	27	3	28	48	2	8	58
Law	12	1	5	17	0	1	18
Education	11	1	8	18	0	2	20
Philology	5	0	4	9	0	0	9
Science	23	3	31	54	1	2	57
Technical Books	23	8	21	44	0	8	52
Medicine	14	1	3	14	0	4	18
Agriculture	5	0	5	9	0	1	10
Domestic Economy	3	0	1	4	0	0	4
Business	16	0	8	23	0	1	24
Fine Arts	26	1	5	27	0	5	32
Music	5	0	1	5	0	1	6
Games	3	1	5	9	0	0	9
General Literature	41	5	12	42	3	13	58
Poetry, Drama	35	6	5	32	7	7	46
Fiction	32	12	3	31	10	6	47
Juveniles	58	12	1	64	5	2	71
History	25	5	12	38	0	4	42
Geography, Travel	25	2	4	19	5	7	31
Biography	29	2	2	23	6	4	33
General Works	4	0	4	8	0	0	8
Total	493	69	194	631	41	84	756

*In December, 1920, 403 new books, 69 new editions, 141 pamphlets; a total of 613 were recorded.

Book Needs of Scouts

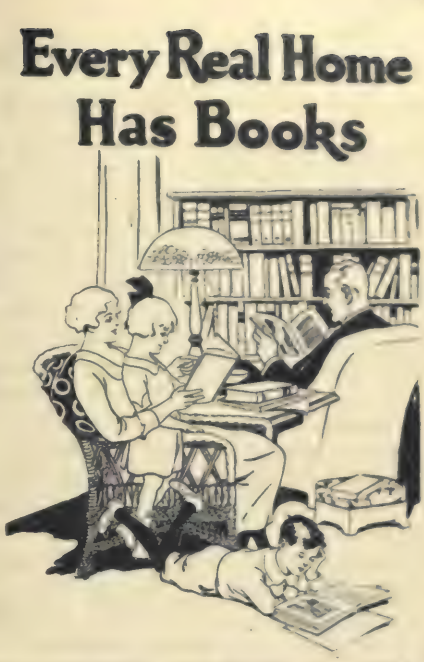
AN example of very complete co-operation between the library and Boy Scout interests is shown in a list sent out jointly by the Public Library and Boy Scouts of Waterloo, Iowa. This list takes up the different points in the Scouts' training: elementary Scoutcraft and advanced Scoutcraft, and adds a still further list of books that they know the Boy Scouts will like. This list has been widely distributed.

ELEMENTARY SCOUTCRAFT

The Scout Badge
Great Inventors and Their Inventions, Bachman, *American Book Co.*
The Scout Oath
The Strenuous Life, Theodore Roosevelt, pages 113-21; 155-64; 279-97, *Century.*
Book of Ideals, Forbush, pages 159-65, *Lothrop.*
The Scout Law
King Arthur and His Knights, Pyle, Scribner.
Scout Law in Practice, Carey, *Little.*
Called to the Colors, Greene, page 1-51.
Worth While People, page 65-72, Gould, *Harper.*
The Flag
Little Book of the Flag, Tappan, *Houghton.*
Origin of the Flag of the United States and Customs and Laws of the Flag, World Almanac, 1920.
Knots
Knots, Knotting and Splicing, Hasluck.

ADVANCED SCOUTCRAFT

First Aid
American Red Cross Abridged Textbook on First Aid, Lynch, *Blakiston.*
First Aid Book for Boys, Cole and Ernst, *Appleton.*
Signaling
American Boys' Book of Signs, Signals and Symbols, Beach, *Lippincott.*
First Call, page 368, Empey, *Putnam.*
Campcraft
Boy Scouts' Hike Book, page 63-75, Cave, *Doubleday.*
Afoot and Afloat, page 36-71, Burroughs, *Houghton.*
American Boys' Workshop, Kelland, *Lothrop.*
The Fun of Cooking, Burrell, *Century.*
On the Trail, page 44-83, Beard, *Scribner.*
Thrift
How Boys and Girls Can Earn Money, Bowsfield, Forbes. ....
Pets for Pleasure and Profit, Verrill, *Scribner.*
Stories of Thrift for Young Americans, Pritchard, Scribner .....
Swimming
At Home in the Water, Corsan, *Association Press.*
How to Swim, Dalton, *Putnam.*
Map-Making
Pioneering and Map-Making, Enock.



THE YEAR-ROUND BOOKSELLING COMMITTEE IS SENDING OUT 4,000 COPIES OF THIS POSTER IN FULL COLOR TO CO-OPERATING BOOKSELLERS AND A MAHOGANY FRAME FOR THIS AND LATER POSTERS

Handicraft
Something to Do, Boys! Foster, *Wilde.*
Work and Play, vols. 1 and 10, *Doubleday.*
Observation
Familiar Trees and Their Leaves, Mathews, *Appleton.*
American Woods (Actual Specimens), Hough, *Romeyne B. Hough,* Lowville, N. Y.
Field Book of American Wild Flowers, page 252, Mathews, *Putnam.*
Our Friendly Stars, Martin, *Harper.*
Star-land, Ball, *Ginn.*

Passing the Word Along

A NEW effort in the way of increasing book sales thru the influence of satisfied readers is shown in a card found in copies of William George Jordan's new book. This enclosure in the form of a post-card reads:

"I have just finished reading 'The Trusteeship of Life,' by William George Jordan, who wrote 'The Kingship of Self-Control.' It is a big little book, big in its fine, sane attitude toward life, fresh in its charm and inspiration and in its individuality. It is a book to own and to read. It helped me, and I want it to help you."

Above this paragraph is a place for a friend's name and below a line for the sender's signature. In small type is the information, "Order from your bookseller or from the publishers. Price only $1.25." This plan certainly makes it easy for a pleased reader to recommend the book to a friend with the least trouble.

Culled from an Auction Catalog

By Walter Hart Blumenthal

1. Williams (Talcott). "Turkey a World Problem." *Half crushed levant.*
2. Holmes (Oliver Wendell). "Autocrat of the Breakfast Table." *Plates Missing.*
3. Peacock (Virginia). "Famous American Belles." *In original wrappers.*
4. Witwer (H. C.). "There Is No Plate Like Home." *Boards.*
5. Van Loon (H. W.). "Story of Mankind." *Half sheep.*
6. Browne (Walter). "Everywoman." *Curious.*
7. Shelley (P. B.). "Prometheus." *Unbound.*
8. Markham (Edwin). "Man with the Hoe." *Hand tooled.*
9. Donnelly (Ignatius). "Atlantis." *Damaged by water.*
10. Steinmetz (Andrew). "History of Duelling." *Hundreds of cuts.*
11. Canfield (Dorothy). "The Bent Twig." *Several leaves missing.*
12. Norris (Wm.). "A Legal Separation." *Half bound.*
13. Cervantes (Miguel de). "Don Quixote." *Cracked.*
14. Swinburne (A. C.). "Atalanta in Calydon." *Imitation antique.*
15. Wilcox (Ella Wheeler). "Poems of Passion." *Full ooze.*
16. Lytton (Bulwer). "Last Days of Pompeii." *Shaken.*
17. Weyl (Dr. Walter). "Tired Radicals." *Imitation russia.*
18. Dumas (Alex.). "Queen's Lace Handkerchief." *Somewhat soiled.*
19. Jordan (Kate). "Trouble-The-House." *New kid.*
20. Stopes (Dr. Marie P.). "Married Love." *Rare in this state.*
21. Thomson (James). "The Seasons." *Divinity circuit.*
22. Omar Khayyám. "Rubáiyát." *Persian yapp.*
23. Wharton (Edith). "Age of Innocence." *Half calf.*
24. Hay (John). "Little Breeches." *Cloth, worn.*
25. Surtees (Robt. S.). "Hunting Hounds." *Foxed.*
26. Harvey (Wm.). "The Human Blood System." *For private circulation.*
27. Davis (Richard Harding). "Bar Sinister." *Unopened. Suppressed.*
28. Shaw (S.). "William of Germany." *Trimmed.*
29. Mackenzie (Compton). "Rich Relatives." *Scarce in this condition.*
30. Bok (Edw.). "Bokanization of America." *Padded rep.*
31. Moret (C. de). "Old Bourbon Days." *Square quarto.*
32. Chambers (Robt. W.). "The Eleventh Commandment." *Broken.*

New Wholesale Book Firm

THE Economy Book Shop, a retail store at 33-35 South Clark Street, Chicago, has been doing business since November, 1914. Two years ago, in addition to the retail department of new and second-hand books a small start was made in jobbing new and second-hand books to dealers. The jobbing department had grown to such proportions that it has become necessary to find larger quarters. The wholesale department has been organized under the name of the Paine Book Company, not incorporated, and space has been leased at 75 West Van Buren Street. The jobbing department handles standard new books, as well as remainders and second hand books. The two firms are under one ownership, Mr. Lawrence W. Paine, the owner, being active in the general supervision of the two locations and Mr. Victor E. Brouillet, as buyer and manager. The city and out-of-town dealers will receive attention from Mr. Roy Franklin Dewey, traveling salesman.

French Selling Enterprise

THE possibilities of getting increased distribution to merchandise by bringing it close to new markets is brought again to the front in a dispatch from Paris, describing a recent French effort. A boat laden with the choicest retail merchandise of Paris, everything from fancy groceries and wines to lingerie and toilet articles, sailed from Nantes about the 1st of September, and the first port was Letour in Latonia, from which point she is to make a tour of the Baltic Sea ports. A "shipshop" is a type of selling that needs plenty of sea ports, but the same idea might be carried out in this country in the Great Lakes or at the New England resorts. The caravan campaign, however, is a move in a similar direction. It is a plan of bringing merchandise close up to the people who cannot well reach the stores. In this country the caravan has increasing possibilities, and as the libraries extend their experiments and bookstores try the plan out, new areas of distribution will be found.

The Tariff Threat and the Retailers

The Fordney Bill Would Seriously Cripple Long-Standing Activities

THE following brief on the Schedules relating to Books was prepared by Charles E. Lauriat Company, Booksellers, Boston, and is part of the evidence being considered by the Finance Committee of the Senate.

January 9, 1922.

TO THE COMMITTEE ON FINANCE:

As a dealer in both American and English published books, having an established business of fifty years' standing, this Company respectfully begs to submit for your consideration a few thoughts and a few facts relating to a tariff on books.

This Company deals both in new books, which are mostly published in the United States, and in old books, fine editions, and rare books, which have been published more than twenty years, either in the United States or in England. If we sell more fine editions of English publications than of American, it is because more fine editions have been published in England than in America. And more have been published there because there has been, and still is, a greater demand for fine editions in England than in this country. No tariff law can alter that fact, and the imposition of a tariff on books published more than twenty years would not cause the publication here of any books which would not be published here without such a tariff. Nor will introducing the uncertainties of American Valuation of books increase the amount of printing and binding for the American laboring man.

In closing this introductory statement we wish to call attention to the fact that books do not compete with each other. The Copyright Law prevents competition between different editions of the same book—there can be no rival different editions—and books by different authors, even if on the same subject, are not competitive, but are rather to be considered supplemental to each other. The sale of one is likely to increase the sale of the other, and the sale of both together is likely to be more than twice what the sale of either one alone would have been if the other had not been published. In other words, the importation of English books will increase, rather than diminish, the sale of American books.

With this general statement, we pass to the details of the matter to which we desire respectfully to call attention.

Paragraph 1310

We respectfully protest against the clause in Paragraph 1310 in the proposed tariff, reading; "books bound wholly or in part in leather, the chief value of which is in the binding, not specially provided for, 33 1-3 per centum ad valorem;" not only because the clause is ambiguous and difficult of interpretation, but also because 33 1-3 per centum ad valorem is a higher rate of duty than is necessary for the full protection of the American binder.

A similar clause in the Payne-Aldrich Tariff (August 5, 1909, book schedule, No. 415) read as follows:

" . . . all the foregoing wholly or in chief value of paper," made the assessment for duty so difficult of determination that an appeal was made for a Treasury Decision and T. D. 30,326 was rendered February 4, 1910, in which the Department practically instructed appraisers to ignore this clause entirely, as it was not the intention of Congress to raise the duty on books.

In the present Underwood Tariff, in Paragraph 337, the same words were originally written in; "all the foregoing wholly or in chief value of paper," but before the enactment of the bill, the words were stricken out, as you will see by reading Paragraph 329.

In regard to the rate of "33 1-3 per centum ad valorem," on books, "bound wholly or in part in leather," we would say that we present the following evidence to show why this rate of duty is unnecessarily high.

The Scroll Club Bindery, 232 East 125th Street, New York, have issued a "Trade Price List," dated October 1921, on which their price for binding a book 10 x 7 in "half French levant, gilt top, two line panel with a little tooling, gold line on sides," is $5.40.

Robert Riviere & Son, 29 Heddon Street, Regent Street, London on their "Trade Price List," dated September 12, 1921, quote the price of binding a book 10 x 6½ in "half levant, two or three line panel and center, gold lines on sides, 24/-." At 21 cents to the shilling, which is the present rate of exchange, and which will probably show a gradual advance, rather than decline, makes the binding cost $5.04.

On the Scroll Club Bindery price list, a book bound in "full French levant, gilt top, two line panel with a little tooling on the back and sides, gold border inside, gold roll on edges," size 10 x 7, costs $15.50.

On Riviere & Son's price list, a book bound in "full levant, two or three panel and center, gold line on sides, inside and edges," size 10 x 6½, costs 66/—, or at 21 cents to the shilling, $13.86.

On the Scroll Club Bindery price list, the cost of "Solander Cases" (such cases are made to hold books which the collector wishes to retain in the original binding), "French levant, Jansen finish," (meaning no gold tooling on the back), is $16.00.

On Riviere & Son's price list, the cost of "Pull-off Cases" (known in this country as Solander Cases), "full levant, plain" (called in this country Jansen finish), cost 75/3, or at 21 cents to the shilling, $15.75.

The above figures show that a 15 percent ad valorem duty, as is the present tariff, insures the American binder ample protection from

composition with British binders. A higher tariff would unduly and unfairly increase the price of such books, without any compensating benefits.

We do not quote prices from French binders, as they have not yet reestablished their binding business to anything like pre-war quality and standing. German leather binders were never competitors of American binders.

As proof that the wages in English binderies, of men and women, have advanced over 200 percent above pre-war level, we quote the following wages paid in the bindery of W. Root & Son, 29 Eagle Street, Holborn, London, which is a typical British workshop and in which the same wages are paid as in all shops doing binding in leather:

Minimum for Men, pre-war	35/—	per week
Minimum for Women, pre-war	13/—	per week
	48/—	
Minimum for Men, as of August 10, 1921	100/—	per week
Minimum for Women, as of August 10, 1921	51/—	per week
	151/—	

These wages are for a 48-hour week, and are minimum wages paid. All workmen and workwomen after one year receive an increased wage. It is therefore clear that the American binders have little to fear from the competition of low wages abroad, as wages there are now about the same as wages here in the book binding trade.

We would therefore suggest that Paragraph 329 of the present tariff be retained, "books of all kinds, bound or unbound, including blank books, slate books, and pamphlets, engravings, photographs, etchings, maps, charts, music in books or sheets, and printed matter, all the foregoing and not specially provided for in this section, 15 per centum ad valorem," etc.

"American Valuation" as Affecting Books

We wish to protest against Section 402 commonly referred to as the American Valuation clause, as impractical, even impossible, as applied to books. Not only do books not compete with one another, as above pointed out, but the costs that enter into the manufacture of two books, even on the same subject, are never the same. They vary, commencing with the royalty paid to the author, thru the various parts of the manufacture of the book, such as paper, printing, illustrations, binding, etc., etc., so that it would be impossible to compare the imported book with any other, and so there could be found no "comparable and competitive product of the United States."

For example, the book by Captain Dickinson, entitled, "Big Game Shooting on the Equator; A Sportsman's Experiences in East Africa," bears no relation to Roosevelt's "African Game Trails," except so far as they each deal with big game hunting in Africa.

The former book was published in England some years ago, but after a fair sale in England, it was there offered at a much reduced price from that at which it was published. It was published at 16/— and offered by the publishers, to close out the copies that were not sold, at 5/6. At this price it was an attractive purchase to many American firms and they bought it and paid duty on that price, inasmuch as the book had some interest to collectors interested in big game hunting.

The importing of Captain Dickinson's book in no way interferes with the sale of Colonel Roosevelt's book. The latter wholesales for $3.84, and if duty were charged at this rate on Dickinson's book, it would compel a sales price that would be too high to appeal to the American buyer. No bookseller could force the Dickinson book on a customer asking for the Roosevelt book, but sales of the Dickinson book would probably increase sales of the Roosevelt book. In this way the American industry would be benefitted by the importation of such books, and the application of the proposed American Valuation would defeat its own purpose, so far as books are concerned.

If for the benefit of the manufacturing of certain other merchandise, the American Valuation clause must stand, there should be written into it a clause that would "exempt books."

The above example of Captain Dickinson's book is an instance of the offering by publishers of so-called "remainders," by which we mean the unsold stock of books left on hand after the home market has been fully satisfied. Both English and American publishers follow this plan and dispose of such remainders at a price that will effect a complete clean-up.

These English remainders are sold at a fraction of the publication price to booksellers and by them to the public, in most cases at less than one half the price which the book would have originally cost the buyer to import. If any other than a small ad valorem duty based upon the cost to us should be assessed, this large and important part of their business would be ruined; and the business of American publishers would not be thereby increased, for none of these books are published in America, and the sale of books published here would not be increased, but probably decreased.

We respectfully submit that from no point of view is American Valuation of books desirable. It would be not only difficult and unfair in administration, but in certain cases it would be disastrous to long established and legitimate businesses. It is impossible to show that it would benefit anybody, but it is clear that it would deprive many readers of an opportunity to obtain excellent books at a low price.

Copyright Protection

In drafting Tariff provisions relating to books, a matter which should always be taken into consideration is the Copyright Law. No foreign made book which has been copyrighted in the United States can be imported into this country except under the provision which permits of the bringing in of "one copy at one time, for individual use and not for sale," ex-

cept to public libraries and this applies to "remainders" as well as to all new books. (See Copyright Law, as amended by the Act of August 24, 1912, Page 30, Section 31, Paragraph D, "First").

Every prominent new book published in England is offered to an American buyer to see if he will take it for the American market and either copyright it under the Law, or import a few hundred copies for the American market. A copy of the book is sent to the prospective American buyer and if he decides it would have a sufficient sale in America to warrant the issuing of an addition of 2000 or 3000 copies, he buys and copyrights it, and then sets up, prints and binds the book in this country, thereby giving full employment to the American paper manufacturer, type-setter, printer and binder.

Having complied with the copyright law, it excludes the possibility of any foreign edition of this book ever being imported into this country for sale no matter how low the price abroad may be.

This Copyright Law, operating in conjunction with the tariff rate, affords real protection to the American book industry. The tariff situation might be quite different if there were no Copyright Law. But having that Law, the tariff rate, in theory and in practice, should be fixed at the lowest point consistent with insuring that the great bulk of the books purchased here shall be published here. If the tariff is lower than this point, then importations from abroad will be excessive and the industry will not be receiving its fair protection. If higher, then books which have only a small sale here, but which may be very valuable from an educational, literary or scientific point of view, and so be very desirable, will cost an undue amount. In that case, the tariff would operate unfavorably to the Nation, and even the publishing business would not benefit.

It is for the Congress to judge as to just where the theoretically correct point should be fixed. For many years it has stood at 15% on all books published within twenty years.

Is there any evidence whatever that too many books are being imported? Is it not true that practically every book which has any considerable sale in this country is also printed and bound in this country?

We respectfully submit that a duty of 15% on books published abroad within twenty years has been shown by long experience to be high enough to afford all reasonable and proper protection to the publishers and workers of this country. And we submit that any increase of duty will not increase the business of publishing, but will amount to a tax on learning, to the detriment of the country.

Elimination of Free List

We now pass to another matter which is of vital importance to the book-trade. Books published within twenty years are not referred to in this part of this brief.

Under the Bill as passed by the House, books published more than twenty years are not included in the Free List, altho such books have been free of duty during practically the whole period that our business has been established. The admission of such books Duty Free has done much to stimulate the reading of books in this country and the assembling of valuable collections of books which have been of great educational value to the American student and public.

The American workman and publisher have lost nothing by the importing Duty Free of books printed over twenty years, for not one such book in a thousand would be republished in this country, no matter how high the tariff were. The protection that would be afforded by the proposed change would be none whatever, while the injury to those who deal in old books and to those who buy them would be very great.

In the case of Old and Rare books, first editions and books whose principal value is their historical or literary association, the imposition of a duty is nothing less than absurd.

For example, the Folio Shakespeare, published in 1632, is of great value and interest to a book collector and its importation into this country at a value of, say, £500 in no way affects the American workman of today; and the duty on this book would in no way benefit the workman's position, and would do much to discourage the forming of private educational libraries in this country.

Is there any excuse whatever for the imposition of a duty on books more than twenty years old?

The only claim of a reason for the proposed change that has ever been suggested to the writer is that the repairing or rebinding abroad within twenty years of books more than twenty years old, and the importation of such repaired or rebound books Duty Free works a detriment to the American binder.

It is worth while for your Committee, and for the Congress, to examine this claim carefully, and to determine, before imposing such a duty, whether the benefits to be received by the American binder are sufficient to outweigh the injury which will be done to those who have built up a business in old books and to those who desire to purchase them for their libraries.

It is true that a portion of the old books which are imported have been rebound within twenty years. And to this extent there is basis in fact for the argument presented.

But we submit that if a duty were imposed on old books it would bring very little additional work to American binders. It would either keep the books out of the country entirely or it would increase their price by the amount of the duty; and in either case the American binder would not get the work. With old books on the free list, the American binder now gets a portion of the rebinding. The imposition of a duty would cut down what he is now getting, because fewer old books that require rebinding would be imported.

It is not by the imposition of a duty on old books that the American binder will best serve his own interests. His interests will best be

served by improving his skill and learning to bind books in an artistic manner comparable with the binders of England and France. The binder in this country has never apprenticed himself to his work for as many years as has the workman abroad.

It is true that there has never been the large public demand here for extra leather bindings and highly artistic work that there has been abroad. But it is also true that in the few cases where binders have really equipped themselves to do high class work, they have been successful. As an example of such binders we beg leave to mention Miss Sears of Boston and Miss Lahey of New York. Both have all they can do from American clients, and both are successful. Another example is Mr. Kalaba, of Stikeman & Company, 114 West 32nd Street, New York City, who has worked himself up from the ordinary commercial binding to a point where he does the finest of full levant work, and he finds his time fully occupied with work given him by American patrons.

The point that we desire to make is that the Tariff must not be used as a screen for incompetence at the expense of legitimate importing businesses and at the expense of book lovers and those who desire to purchase artistically bound books at a reasonable price.

There is no doubt that if the American workman produces an equal quality of binding, the work will come to him. It lies rather with the man's own initiative and ability, than by the protection of a tariff duty on old books.

It has been suggested that the difficulty might be overcome by placing all books printed more than twenty years on the free list, with a proviso that a duty be imposed upon bindings which were placed on such books within the twenty year period.

Such a proposal sounds logical and reasonable, but if adopted infinite confusion is sure to arise, because no man can tell, by looking at a binding, how long it has been on the book.

For example, we have in our stock a set of Macaulay's Works, in 13 volumes, printed, according to the date on the title page, in 1849.

Somewhere in the period between the printing of the book in 1849 and the current year, this set was rebound for the former owner in full tree calf by Riviere & Son of London. The set has been kept in a private library, and presumably behind glass doors, and it is as fresh as the day it was bound

This book was imported last year, and, by the date on the title page, it was passed Duty Free, as having been printed and bound over twenty years. We recently showed this book to the appraiser in Boston, and asked him, if it came before him with the proviso as above in the tariff, at what period he would assume the binding to have been done.

He frankly told us he could not tell whether it had been bound five years or twenty-five years, and as he was working for the United States government, he would naturally give the Government the benefit of the doubt, and assess duty on the book, as having been bound less than twenty years, and it would then be up to the importer to prove to the contrary. This is something it would be utterly impossible to do. No importer could take an oath as to when the book was bound.

Thousands of similarly bound books are imported by the book trade of America on the assumption that the book, or sets, will be passed as an entirety by the date on the title page. Should this not continue to be the custom, as it has been under the various previous tariffs, it would throw the importing of such books into endless confusion and cause no end of protest and very materially injure the trade to a great deal larger extent than the value of the revenue thereby collected, and to a much greater extent than the protection thus afforded would benefit the binders of this country.

It seems to us that the provision covering the duty, on any and all books, should be so clearly defined that the importer should not be at the mercy of a "guess" of the appraiser.

We therefore submit that there should be no duty on books printed more than twenty years, even if bound more recently. Such a duty not only would irreparably injure the importing business without any benefit to the home industry, but it would be contrary to the highest interest of the country as being a tax on study and learning. And we further submit that if it were attempted to impose a duty on the recent bindings on old books, there would be endless administrative confusion and unfairness by reason of uncertainty, without any corresponding benefit to the binding trade of this country.

Foreign-Language Books

We also hope that "books and pamphlets printed wholly or chiefly in languages other than English" will be put back in the Duty Free part of the Tariff.

Books in foreign languages do much for the educational side of the American foreign citizen, and as practically no books are printed in a foreign language in this country, the importing of such books works no hardship on American labor.

All of which is respectfully presented.

CHARLES E. LAURIAT COMPANY
BY C. E. LAURIAT, JR.
President.

Bookish Greetings

THE Christmas card that Gabriel Wells, New York dealer in rare books, sent to his friends seems particularly applicable in its sentiments to the 1922 situation in the book-trade:

"All men are born different and dependent. Thru cooperation they become fraternal and free. Cooperation is that which transforms the raw material of animal existence into the fine product of human life. If competition is the life of business, cooperation is the business of life."

In the Field of the Retailer

The Bookshop Atmosphere

ONE of the many explanations that have been made of the present prosperity and increased interest in the small bookshop is contained in an article by Amy Bonner that appeared in the *Times* Book Review.

"Now that the famous old coffee houses are no more, might not one speak of their mantle as having descended upon the quaint little bookshop of to-day, where book lover and littérateur, scholar and raconteur, author and, aye, columnist now gather to partake of the delectable feasts of discourse and of many minds? The genial bookseller is mine host, and, altho the sanded floor, the buxom daughter flourishing in and out between spotless tables, and, alas! the steaming bowl are now lacking, discussions nevertheless wax bright and scintillating, until midnight often, when the 'kobold' and the cat are supposed to arise, 'to prowl among the books,' as a delightful old book plate has it."

There is a good deal of truth in this suggestion, and, as the bookshop manager becomes more and more widely acquainted and better able to serve as a distributing point for ideas and enthusiasms, so is he or she more and more likely to have in the bookshop aisles people who by genius and ability can be appropriately compared to the famous habitués of London's old coffee house. Certainly there could be no better place in which to develop this atmosphere of friendly interchange.

IN a recent number of the Burrows Brothers *Breeze,* James Soutar, Manager of the Book Department, on his page "Observed and Overheard," notes the following:

Overheard: During photographing of the store, Sunday, September twenty-sixth, many comments on the neatness of the stock. It can be kept that way without having the firm go to the expense of taking pictures again. Let's try.

Overheard: A salesman directing a customer to another salesperson for a twenty-five cent map. A little salesmanship often increases the sale to a ten dollar wall map. Don't shirk small sales.

Observed: Many customers being offered nothing but the very latest fiction. Suggest some not so recent and avoid their getting into a special sale later. This helps boost the department profits.

Observed: Boys in the basement opening boxes with the hammer. Use a nail puller as many of the cases are resold. Morris, take heed.

Observed: That "sales-grabbing" is becoming more noticeable . It spoils the morale of the department and is not appreciated by customers. Avoid it.

Observed: That sales rivalry in the book department is at fever heat. Don't let it interfere with service to the customer.

Bulletin Board

"Miss Bessie Graham of Philadelphia, opened a school for Booksellers in N. Y. on January 6. This was apparently the inspiration of the following verses we have just received," writes Christopher Morley in the New York Evening *Post*:

"I asked her for 'Three Soldiers,'
She gave me 'Soldiers Three.'
The vastness of the difference
Was one she could not see.

"I sought 'King Cole' by letter,
And 'King Coal' came instead:
She thought they were the same thing,
'For they sound alike,' she said.

"'Rich Relatives' I phoned for,
'Poor Relations' came with care.
She saw no choice between them,
So I buy my books elsewhere."

BESSIE GRAHAM'S FRIEND.

30 Minutes a Day = 162 Hours a Year

MAKE YOUR SPARE MINUTES COUNT
—by reading good books

BROCKMANN'S
CHARLOTTE NORTH CAROLINA

A BOOK STORE OF RARE EXCELLENCE
OFFICE SUPPLIERS AND FURNISHERS

THE PIEDMONT PRINTERY, CHARLOTTE, N. C.

ONE OF A SERIES OF GRAY BLOTTERS WITH CATCHY SLOGANS SENT OUT BY BROCKMANN'S. OTHER SLOGANS WERE "HAVE YOU A LITTLE LIBRARY IN YOUR HOME?" "ADVENTURING FROM AN ARMCHAIR" "BE READY FOR BIG THINGS WHEN THEY COME"

To Read Before You Die

THERE is always a place for another list of best books. Upton Sinclair has, in "The Book of Life," chosen the thirty-two books which we should all read before we die. "Do not let the world cheat you out of your chance," he says. This is the list:

Mark Twain: A Connecticut Yankee in King Arthur's Court.
Charles D. Stewart: The Fugitive Blacksmith.
W. Clark Russell: The Wreck of the Grosvenor.
R. L. Stevenson: Treasure Island, Kidnapped.
Jack London: The Sea Wolf, The Call of the Wild, Martin Eden.
Joseph Conrad: Youth.
H. G. Wells: The War of the Worlds, When the Sleeper Wakes, The Sea Lady, The Adventures of Mr. Polly, The Food of the Gods, The Island of Dr. Moreau.
Upton Sinclair: The Jungle, King Coal, Jimmie Higgins, 100 Per Cent.
Theodore Dreiser: Sister Carrie.
George Moore: Esther Waters.
Frank Norris: The Octopus.
Brand Whitlock: The Turn of the Balance.
De Foe: Robinson Crusoe.
Fielding: Tom Jones, Jonathan Wild the Great.
Thackeray: The Adventures of Barry Lyndon.
Marmaduke Pickethall: The Adventures of Hadji Baba.
Blasco Ibáñez: The Fruit of the Vine.
Frank Harris: Montes the Matador.
Frederik van Eeden: The Quest.
Tolstoy: Resurrection.

Heywood Broun quotes the list in his column in the New York *World* and disagrees with some of its details.

"In Upton Sinclair's list of thirty-two 'must' books, six volumes of H. G. Wells are included. According to our way of thinking, six in a list of thirty-two is by no means too large a representation for Wells, but we disagree most heartily with Sinclair's selection. We would keep only one of the six books which he mentions. His list is largely drawn from the early days of Wells, when he was given over to pseudo-scientific novels. These do not seem to us nearly as important as most of his later work. 'An Outline of History' belongs at the top of any recommended list of his books. In our opinion, the other five ought to be 'Joan and Peter,' 'The Research Magnificent,' 'Tono Bungay,' 'The History of Mr. Polly' and 'The New Machiavelli.' Perhaps we would be tempted into extending the list to seven because it almost breaks our heart to throw out 'Love and Mr. Lewisham.'

"Concerning some of the books on our list we may have to fight. There seems to be a widespread feeling even among the admirers of Wells that 'Joan and Peter' is too long and too didactic. And yet we would just as soon die for this one as any other novel of Wells. It is almost our favorite and seems to us to contain not only an absorbing story, but the best discussion of education which was ever printed. The second best which we know is, 'Were You Ever a Child?' by Floyd Dell.

"However, to non-Wellsians, if there are any such, we suggest 'Tono Bungay' as a good starting point. This is rather generally ranked as the best of his novels. To us he has always seemed to tower over all other living novelists, just as Shaw dwarfs the playwrights."

WEEKLY POSTER DISPLAYS ARE PROVIDED FOR ON THE DELIVERY WAGONS OF THE BAKER & TAYLOR CO. AS THEY TRAVEL THRU NEW YORK'S BUSIEST THOROFARES

Books on Europe

THE announcement of the Conference at Genoa in March, which is to include at least twenty European countries as well as the United States, means that there will be an increased interest in books on present European conditions, especially on the economic facts and prospects. In the minds of many, this Conference is even more important than that which is closing at Washington, and the issues at stake will touch the interest of every country and especially the intimate interest of every business man in this country. For this reason, if for no other, the demand for accurate and thoroly digested information will be insistent, and such material can now be found in books and should be on the prominent counters of every store.

Changes in Price

EDWARD J. CLODE

All the Clode fiction has been reduced to $1.50, net.

THE MERRYMOUNT PRESS

The price of "The Inferno of Dante with Text and Translation by Eleanor Vinton Murray" has been increased from $4.00 to $6.00.

ORCHARD HILL PRESS, CROTON-ON-HUDSON, NEW YORK

Books by Edward Howard Griggs: The Philosophy of Art, $2.00; The New Humanism, $2.00; A Book of Meditations, $2.00; Handbooks (paper) to Courses of Lectures (each) 35c.

Everett Yeaw

EVERETT YEAW, President of the school book publishing house of Newson & Co., died January 17th at his residence in South Orange, N. J. He was born in Lawrence, Mass., in 1860, and was graduated from Cornell University in 11882. After leaving the university he entered the publishing business in New York with Clark & Maynard. He remained with this house through its several changes of name, Maynard & Merrill, and Charles E. Merri & Co., in the latter firm becoming a partner. He subbsequently purchased the controlling interest in the firm of Newson & Company of which he has been the head for a number of years. He was a trustee of the South Orange Library.

Communications

ST. VINCENT'S HOSPITAL

New York, January, 6, 1922.

Editor, PUBLISHER'S WEEKLY:

Owing to a very serious *"knock over,"* by an automobile I have been for this last six weeks confined to bed here. I think it may be three weeks before I can leave the hospital, altho I am out of all danger.

A friend of mine asked me what books I had been reading?

As it might interest some of your readers I subjoin a list.

The newspaper got very *short shrift;* five minutes each day.

Shakespeare. "Hamlet."
Marco Polo. "Travels."
Dean Hole. "Life and Letters."
Harold Spender. "Life of Lloyd George."
John Ruskin. "Praeterita." 3 vols.
W. J. Locke. "Morals of Marcus Ordeyne."
Pliny. "Letters."
Alexander Irvine. "God and Tommy Atkins."
Livy. "History of Rome."
Augustine Birrell. "Obiter Dicta." 2 vols.
Tom Moore. "Poems Written in Bermuda."
"Life of Wedgwood the Potter."
Sir Walter Scott. "Quentin Durward."
L. P. Jacks. "Essays."
Roberts. "Noblesse Oblige."
Saint Francis of Assisi. "Hymn to the Sun."
Anatole France. "The Red Lily."
Henri Murger. "Bohemians of the Latin Quarter."
Kingslake. "Eothen."
St. Augustine. "City of God."
Suetonius. "Lives of the Caesars."

CHARLES S. PRATT,
of 161 Sixth Ave., New York.

We Blush and Bow

Charleston, S. C., Jan. 10, 1922.

Editor, PUBLISHERS' WEEKLY:

We note from your current issue that you are celebrating the fiftieth year of your existence.

The writer has been a constant subscriber and consistent reader of your valuable Journal for thirty-three years, and has found it a great aid and inspiration in his work as a bookseller.

Yours truly,
C. L. Legerton.

Legerton & Co., Inc.

A Text Book Center

BARNES & NOBLE, Inc., successors to Hinds & Noble, have just signed a ten year lease for a large second floor at 74-76 Fifth Avenue, on the north side of Thirteenth Street, which has an L extending to Thirteenth Street, giving them excellent shipping facilities. They will move into their new store about February 1.

As their building is almost next door to the houses of Ginn & Company and Macmillan Company, and is close to the American Book Company, Scott Foresman, Newson & Company, Hinds, Hayden & Eldredge, and Milton Bradley, the decision of Barnes & Noble to locate there seems to reflect a tendency of the text-book publishers to concentrate near this point.

It is interesting to note that this house has moved but once in 35 years. The business which was established by Arthur Hinds, later joined by G. Clifford Noble was carried on in Cooper Institute for 15 years and has been at 31-35 West Fifteenth Street, New York City for the past 20 years.

"Antiques"

A HANDSOME magazine for collectors, under the title of *Antiques*, has just been launched in Boston, with offices at 683 Atlantic Avenue. The publishers design it for those "who find interest in times past and in the articles of daily use and adornment devised by the forefathers." The initial number shows an extremely handsome format, amply illustrated, and among the articles is one by George H Sargent on "Books, Old and Rare." The publishers are also conducting a Book Department and have a full-page list of current books on furniture, china, silver and on other subjects of direct interest to collectors.

Business Notes

BOSTON.—The Williams Bookstores Co., under the Old South Church, severed its connection with Joseph G. Williams on January 14th, the business continuing as before. Mr. Williams came to Boston some years ago from Worcester where his brother, John I. Williams, conducts a bookstore.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abell, Sir Westcott S.

Sea casualties and loss of life; paper read before the North East Coast institution of engineers and shipbuilders, on the 4th November, 1921, and reprinted by order of the Council. 38 p. tabs., charts O '21 N. Y., Stechert bds. $1 n.

Aldrich, Thomas Bailey

A check list of first editions of the works of Thomas Bailey Aldrich: arranged by Frederic Fairchild Sherman. 15 p. D '21 N. Y., Frederic F. Sherman, 8 W 47th St. $2 n. [priv. pr. 125 copies]

Allen, Caroline Stetson

Lavinia; the Red Cross doll; il. by Alice B. Preston. 84 p. col. front., col. pls. D c. '21 Bost., The Stratford Co., 32 Oliver St. $1.50 n.

A story for young girls.

American Medical Association. Council on Pharmacy and Chemistry

Useful drugs, prepared under the direction and supervision of the Council on pharmacy and chemistry of the American medical assn.; a list of drugs selected to supply the demand for a less extensive materia medica and especially to serve as a basis for the teaching of these subjects by state licensing boards; with a brief discussion of their actions, uses and dosage; 5th ed. 174 p. D '21 Chic., American Medical Assn. 60 c. n.

First published in 1913 under title "A Handbook of Useful Drugs."

Archibald, Andrew Webster

A cruise to the Orient; the world's greatest centres of interest; with 4 maps and 64 illustrations. 284 p. front., pls., maps (part fold.) D c. '21 Bost., The Stratford Co. $3.50 n.

Partial contents: Round about Rome in the footsteps of Paul; Round about Athens: art, literature, philosophy and religion; Round about Constantinople: crescent and Cross; Round about Jerusalem: the Holy City.

Ashley, Roscoe Lewis

An introduction to modern European civilization; [with bibliographical notes at the end of each chapter.] 95 p. il., col. maps (part fold.) D '20 N. Y., Macmillan 60 c. n.

Automobile (The) green book; v. 1, 1921; official guide of the Automobile legal association. New England states and trunk lines west and south. front. (fold. map) 780 p. il. maps (part fold.) O [c. '21] Indianapolis, Ind. & Bost., Scarborough Motor Guide Co. $3

Besides New England this volume includes routes in New Jersey, New York and Pennsylvania, together with information as to garages and hotels.

Barker, J. A.

Present-day commercial French correspondence. 96 p. D [n. d.] N. Y., Dutton $1.25 n.

Partial contents: Quotations and orders; Replies to quotations; Shipping; Credits and drafts; Information re standing of firms; Common errors.

Barnabas, Saint

The epistle of Barnabas; ed. by T. W. Crafer, D.D. [written in Greek.] 32 p. D (Texts for students, no. 14) N. Y., Macmillan pap. 20 c. n.

Baughman, Herschel Ray Austin

Baughman's buyer and seller; [16th ed.], 1921; [tabs. and ready-reckoner for the lumber trade.] 325 p. tabs. D [c. '21] Indianapolis, Ind., [Author] $3; leath. $5; mor. $6

Lumber tables of over 15,000 different sizes and lengths, interest and ton tables. The new material includes surveying, or measuring without board rule; to figure small fractional sizes; metric system, and additional weights and measures.

Bible

A concordance to the Old and New Testaments; carefully compared with the authorized version and containing all the principal common words and proper names in alphabetical order. 211 p. S c. '21 N. Y., American Bible Society, Bible House, Astor Pl. 40 c.

Barbee Lindsey

The empty house; a comedy-drama in three acts and epilogue. 112 p. S (Denison select plays) [c. 21] Chic., T. S. Denison & Co. pap. 35 c.

Bauer, Clyde Max, and Herald, Frank A.

Lignite in the western part of the Fort Berthold Indian reservation south of Missouri river, North Dakota; Contributions to economic geology, 1921, pt. 2; pub. Dec. 3, 1921. various paging tabs., fold. charts, fold. maps in pocket O (Dept. of the Interior; U. S. Geol. Survey; Bull. 726-D Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Bode, Boyd Henry

Fundamentals of education. 11+245 p. D (The modern teachers' ser.) c. '21 N. Y., Macmillan $1.40 n.

Partial contents: Educational values; Education and democracy; Interest, duty and ideals; Training in thinking; The doctrine of mental states; Consciousness as behavior; Education and philosophy. There are bibliographical notes at the end of each chapter.

Bolas, Bernard D.

A handbook of laboratory glass-blowing; with numerous diagrs. in the text by Naomi Bolas. 6+106 p. D '21 N. Y., Dutton $1.50 n.

Partial contents: Easy examples of laboratory glass-blowing; Cutting and sealing tubes; Glass, its composition and characteristics; Extemporised glass-blowing apparatus.

Borgongini--Duca, Francesco

The word of God; a series of short meditations on the Sunday Gospels pub. in Rome by the Society of Saint Jerome for the diffusion of the Gospel; tr. by Rev. Francis J. Spellman. 6+211 p. D c. '21 N. Y., Macmillan $2 n.

Boyd, James Oscar, D.D., and others

Teaching the teacher; a first book in teacher training. 214 p. front. (col. map) maps D c. '21 Phil., The Westminster Press pap. 60 c.; 80 c. n.

Brown, M. Florence

God the loving father; primary department, first year, pt. 1 10+131 p. music S (The Westminster textbooks of religious education for church schools having Sunday, week day, and expressional sessions) Phil., The Westminster Press pap. 50 c. n.

Buchanan, Robert Earle

Agricultural and industrial bacteriology. 18+468 p. il. charts tabs. D c. '21 N. Y., Appleton $3 n.

Partial contents: Morphology and classification of microörganisms; Methods of study; Microörganisms and disease; Sanitary bacteriology.

Canby, Henry Seidel, and others

Saturday papers; essays on literature from The Literary Review; the first volume of selections from The Literary Review of the New York Evening Post. 133 p. D c. '21 N. Y., Macmillan bds. $1 n.

Partial contents: Red brick literature: Novels nowadays; Shamefaced art; Literary revivalism; On literary structure; On reviewing; How classics are made; Pernicious literature.

Capablanca, José Raúl

Chess fundamentals. 246 p. il. O c. '21 N. Y., Harcourt, Brace & Co., 1 W. 47th St. $2.50 n.

Explains the general principles of chess thru 18 illustrative games.

Carpenter, Rhys

The esthetic basis of Greek art of the fifth and fourth centuries, B. C. 263 p. S (Bryn Mawr notes and monographs, 1) c. '21 N. Y., Longmans, Green $1.50 n.

Contents: The subject matter of Greek art; The forms of artistic presentation; The esthetics of Greek sculpture and architecture [2 chapters.]

Cheney, Elizabeth H.

The joyous adventures of John and Betty; il. by Hattie Longstreet Price. 302 p. front. pls. D c. '21 Phil., Penn Pub. Co. $1.75 n.

A story of two children who elect themselves their mother's guardian. For boys and girls from 10 to 15.

Cohen, Octavus Roy

Gray dusk; [a detective story]. 262 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap, 1140 B'way 75 c.

Colegrove, Kenneth

American citizens and their government 333 p. D [c. '21] N. Y. & Cin., The Abingdon Press $1.75 n.

Partial contents: The national and state constitutions; Citizenship and suffrage; Political parties and platforms; The courts: national and state; State welfare and administration; Tendencies in the development of our country.

Collins, Ernestine L. R.

A garnered autumn sheaf [verse]. 149 p. D [c. '21] Bost., Cornhill bds. $1.50 n.

Colp, Ralph, and Keller, Manelva Wylie

Textbook of surgical nursing. 23+453 p. il. pls. O c. '21 N. Y., Macmillan $3 n.

A book for the pupil nurse.

Cope, Zachary

The early diagnosis of the acute abdomen. 15+223 p. front. il. O (Oxford medical illustrations) '21 N. Y., Oxford University Press $4 n.

Crafer, Thomas Wilfred, D.D., ed.

The teaching of the twelve apostles; [written in Greek]. 15 p. D (Texts for students, no. 13) '20 N. Y., Macmillan pap. 15 c. n.

Boyd, George Ray

Use of explosives in blasting stumps. 15 p. il. O (U. S. Dept. of Agriculture; Dept. circular 19; Contribution from the Bu. of public roads) Wash. D. C., Gov. Pr. Off., Supt. of Doc. pap. 5c.

Branen, Jeff

The African golf club; a blackface farce. 17 p. S (Denison's black-face ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

The battle of Roaring-Bull; a black and copper-colored massacre. 18 p. S (Denison's' black-face ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

A dark secret; a colored farce of mystery. 18 p. S (Denison's black-face ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

An Irish stew; a one-act farce. 41 p. S (Amateur ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

Branen, Jeff, and Johnson, Frederick Green

How to stage a minstrel show; a manual for the amateur burnt cork director; il. by Harlan Tarbell; 65 p. front.. il. S [c. '21] Chic., T. S. Denison Co., pap. 35 c.

Bridgham, Gladys Ruth

Way down along; a Cape Cod comedy in prologue and two acts. 68 p. S (Denison's select plays) [c. '21] Chic., T. S. Denison & Co. pap. 35 c.

Cannon, Fanny

Old maids; a comedy in three acts. 108 p. S (Denison's royalty plays) [c. '21] Chic., T. S. Bender & Co., 109 State St. $2 n.

Coker, Robert Ervin

Natural history and propagation of fresh-water mussels. various paging (4 p. bibl.) il., pl. O (U. S. Bureau of fisheries; Doc. 899); Bull. of the Bu. of fisheries, v. 37) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc.

Craigie, William Alexander
A first English book for foreign pupils; with the pronunciation shown by marks applied to the ordinary spelling; Srpsko izdanje priredio Dragutin Subotic. [Serbian ed.] 95 p. S '21 N. Y., Oxford Univ. Press $1.35 n.

Dario, Ruben
Prosas profanas and other poems; tr. from the Spanish by Charles B. McMichael. 60 p. D c. N. Y., N. L. Brown $1.20 n.

Day, Anne Marjorie
The guiding light; Pilgrim tercentenary pageant play in four episodes. 51 p. D (American dramatists ser.) [c. '21] Bost., Badger $1.50 n.

Dhammapadatthakatha
Buddhist legends; tr. from the original Pali text of the Dhammapada commentary, by Eugene Watson Burlingame; 3 v.; [with bibliographical footnotes.] various paging facsms O (Harvard oriental ser. v. 28-30) '21 Cambridge, Mass., Harvard University Press, Randall Hall $15 n.

Drever, James
The psychology of everyday life; [with an appendix: The hundred best books in psychology for the general reader.] 9+164 p. D ['20] N. Y., Dutton $2.50 n.
Partial contents: The framework of experience; Appetites and instincts; Emotion, mood and sentiment; Remembering and forgetting; Imagining and thinking; Illusions, hallucination, and dreams; Spiritistic phenomena.

Drug and Chemical Credit Association
The brown book; credit guide and reference book, pub. for the drug, chemical and allied lines thruout the United States. 1500 p. O '22 c. '21 N. Y., Drug and Chemical Credit Assn., 434 B'way $50 n.

Dumas, Alexander
The three musketeers; or, The three guardsmen; il. by Maurice Leloir. 592 p. front. pls. D (Popular copyrights) [n. d.] N. Y., Grosset & Dunlap 75 c.

Twenty years after; a historical romance; being the continuation of The three musketeers; il. by J. A. Beauce. 513 p. front. pls. D (Popular copyrights) [n. d.] N. Y., Grosset & Dunlap 75 c.

Educational committee. Augustana Foreign Missionary Society
The missionary calendar of the Augustana foreign missionary society; v. 1. 144 p. il. O '21 Rock Island, Ill., Augustana Bk. Concern 65 c.

Edwards, Charles Eugene
The coming of the Slav; [with a preface by F. Zilka.] 148 p. (1 p. bibl.) front. (por.) pls. maps D c. '21 Phil., Presbyterian Bd. of Publication pap. 50 c.; 75 c. n.
A study of the religious situation in Czechoslovakia and of the Slavs in America.

Farree, Barr, ed.
Year book of the Pennsylvania society, 1921; 21st issue. 166 p. (7½ p. bibl.) front. il. facsms. pls. pors. maps O '21 N. Y., The Pennsylvania Society, 249 W. 13th St. $2 n.

Ferbrache, James G.
A trapper's tales [verse]. 96 p. il. D c. '21 Spokane, Wash., Art Pr. Co., 5116 Lincoln St. apply

Ferenczi, Sandor, and others
Psycho-analysis and the war neuroses; introd. by Sigm. Freud. 59 p. O (The international psycho-analytical library no. 2) c. '21 N. Y., Stechert $1.50 n.
This volume contains an essay on war shock and Freud's theory of the neuroses, by Ernest Jones.

Fletcher, Joseph Smith
The Talleyrand maxim. 295 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Fox, Fontaine
Toonerville trolley and other cartoons. no paging il. sq. O [c. '21] N. Y., Cupples & Leon Co., 449—4th Ave. pap. 25 c.

Frazee, Susan Isabel, and Wells, Chauncey Wetmore
Grammar and practice. 10+166 p. D c. '21 N. Y., Macmillan 90 c. n.

Friedman, Elisha Michael
Interntaional finance and its reorganization. 41+472 p. (14¾ p. bibl.) tabs. O charts [c. '22] N. Y., Dutton $7 n.
An account of the financial changes in Europe during and since the war, and a summary of the proposals for financial reconstruction.

Gale, Zona
The secret way [verse]. 10+118 p. front. (por.) D [c. '21] N. Y., Macmillan $1.50 n.

Gartland, Hannah
The house of cards. 8+327 p. D c. N. Y., Dodd, Mead $1.75 n.
A novel woven around a murder mystery in New York.

Gerould, Katherine Fullerton [Mrs. Gordon Hall Gerould]
Lost Valley; a novel. 451 p. D c. N. Y., Harper $2 n.
The story of a young girl, left behind in a formerly successful town, to care for her sister, a grown girl of rare beauty, but with the mind of a child.

Ellis, Edith
Betty's last bet; a farce-comedy in three acts. 147 p. S (Denison's royalty plays) [c. '21] Chic., T. S. Denison & Co. pap. 50 c.

Eskil, Ragna B.
Me and Betty; a one-act comedy. 19 p. S (Amateur ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

Finegan, Thomas Edward
A textbook on New York school law, including the revised education law, the decisions of courts and the rulings and decisions of state superintendents and the commissioner of education, prepared for the use of city and school district officers, normal schools, training classes, teachers; 14th ed., rev. to Jan. 1, 1922. 9+344 p. O '21 Albany, N. Y., M. Bender & Co., 109 State St. $2n.

Frick, Childs
Extinct vertebrate faunas of the Badlands of Bautista Creek and San Timoteo Canon, southern California. various paging pls. O (Univ. of Cal. pub.; bull. of the Dept. of geolog; v. 12, no. 5; December 28, 1921) Berkeley, Cal., Univ. of California Press pap. $2.25 n.

Grey, Zane
The man of the forest; a novel; il. by Frank Tenny Johnson. 382 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Groff, George Weidman
The lychee and lungan; [Chinese literature on the lychee, 6 p.; European and American literature on the lychee and lungan, 8 p.; bibliography of Chinese references on the lychee and the lungan, 7 p.; Bibliography of western references on the lychee, 14 p.] 188 p. O '21 N. Y., Canton Christian College, 156—5th Ave. $5 n. [limited ed.]

Gross, Louis
The blood supply of the heart in its anatomical and clinical aspects; with an intro. by Horst Oertel. 16+171 p. (11 p. bibl.) il. pls. diagrs. O [c. '21] N. Y., P. B. Hoeber, 69 E. 59th St. $5 n.

Hamilton, John Bascom, and Buchanan, Herbert E.
The elements of high school mathematics, comprising arithmetic, practical geometry, and algebra; ed. by George William Myers. 297 p. diagrs. D [c. '21] Chic., Scott, Foresman & Co., 623 S. Wabash Ave. $1.20 n.

Handcock, Percy, ed.
The code of Hammurabi; [king of Babylonia]. 36 p. D (Texts for students, no. 15) '20 N. Y., Macmillan pap. 35 c.
Selections from the Tell-el-Amarna letters. 16 p. D (Texts for students, no. 16) '20 N. Y., Macmillan pap. 15 c. n.

Hay, James, jr.
The Melwood mystery. 323 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Heath, Sir Thomas Little
The Copernicus of antiquity; Aristarchus of Samos. 59 p. (2 p. bibl.) diagrs. D (Pioneers of progress; Men of science) '20 N. Y., Macmillan $1 n.

Hobbs, William Herbert
Earth evolution and its facial expression. 17+178 p. front. (map) il. charts pls. tabs. O c. '21 N. Y., Macmillan $3 n.

Holleman, Arnold Frederik, and Cooper, Hermon Charles
Text-book of inorganic chemistry; 6th English ed., rev.; [with a folding chart of the periodic variation of the atomic volumes of the elements with their atomic weights, and a tab. of international atomic weights for 1920.] 8+528 p. O '21 N. Y., Wiley $3.50 n.

Homén, Viktor Theodor, ed.
East Carelia and Kola Lapmark; described by Finnish scientists and philologists. 13+264 p. il. music pls. maps (part fold.) O '21 N. Y., Longmans, Green $7 n.

Hooker, William Francis
Branded men and women; story of a western town. 305 p. D [c. '21] Bost., Badger $2 n.
The story of Sawtooth City, a town built in the wilderness, and of all the wild life that goes with it.

Horwood, Murray Philip
Public health surveys; what they are, how to make them, how to use them; with a foreword by William T. Sedgwick and an introd. by George C. Whipple. 22+403 p. (13 p. bibl.) il. forms. diagrs. D '21 N. Y., Wiley $4.50 n.

Hyde, Dorsey William, ed.
Special libraries directory; [an annotated list of American special libraries, arranged by subject, followed by a geographical list, with a subject index to the geographical list.] 123 p. O '21 Wash., D. C., Special Libraries Assn. pap. $2

Ishii, Tokichi
A gentleman in prison; with the confessions of Tokichi Ishii, written in Tokyo prison; tr. by Caroline MacDonald; with a foreword by John Kelman. 23+164 p. front. (por.) pls. pors. D [c. '22] N. Y., Doran $1.75 n.
Miss MacDonald, the translator, is a Christian missionary in the prisons of Tokyo.

Johnson, Charles, ed.
Selections from "Historia rerum anglicarum" of William of Newburgh. 63 p. D (Texts for students, no. 12) '20 N. Y., Macmillan pap. 45 c.

Johnson, Emory Richard, and Van Metre, Thurman William
Principles of railroad transportation; il. with half-tones, maps and diagrs.; [new ed.], [entirely rewritten.] 19+617 p. O '21 c. '03 '21 N. Y., Appleton $3.50 n.
First published under title "American Railway Transportation" in 1903.

Gerry, C. N.
Gold, silver, copper, lead, and zinc in Montana in 1920; Mines report; Mineral resources of the U. S., 1920—pt. 1; pub. Dec. 17, 1921. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Howard, Sir Robert
Sir Robert Howard's comedy The committee; ed. with introd. and notes by Carryl Nelson Thurber. 138 p. O (Univ. of Ill. studies in language and literature; v. 7; Feb., 1921; no. 1) '21 Urbana, Ill., Univ. of Illinois pap. $1.50 n.

Ilsley, Lee C., and Hooker, Alva Britt
The relative safety of brass, copper, and steel gauzes in miners' flame safety-lamps; [with a list of pub. on coal mining, 5 p.] 39 p. il., tabs. O (Dept. of the Interior; U. S. Bu. of mines; Technical paper 228) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Jenison, H. A. C.
Manganese and maganiferous ores in 1920; Mineral resources of the U. S., 1920—pt. 1; pub. Dec. 27, 1921. various paging tabs., charts O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Johnson, Frederick Green
Fifty-fifty; a three-act farce of love, luck and laughter. 140 p. D (Denison's royalty plays) [c. '21] Chic., T. S. Denison & Co. pap. 50 c.
The fun revue; a musical grouch cure in five treatments. 57 p. S (Denison's musical comedies and revues [c. '21] Chic., T. S. Denison & Co. pap. 35 c.
The school of detecting; a rapid-fire sidewalk sketch. 9 p. S (Denison's vaudeville sketches) [c. '21] Chic., T. S. Denison &o. pap. 25 c.

Johnston, Wiliam A.
My own Main street; [il. by Harry C. Temple.] 238 p. D [c. '21] Cin., The Standard Pub. Co. $1.50 n.
A series of humorous reminiscences and poems of American country life.

Johnston, William Andrew
The mystery in the Ritsmore; with il. by Harold James Cue. 293 p. front. pls. D (Popular copyrights) c. '20 N. Y., Grosset & Dunlap 75 c.

Kawakami, Kiyoshi Karl
The real Japanese question. 13+269 p. D c. '21 N. Y., Macmillan $2 n.
Partial contents: The "Japanization" of Hawaii; The "Hawaiianization" of the Pacific Coast; Japanese immigration and the "Gentlemen's agreement"; The anti-Oriental tradition in America; The Japanese associations in America; The solution of the question.

Kawata, Takeshi
Glimpses of China; 1921. 656 p. col. fronts. tabs. pls. O (World's trade records ser.) N. Y., Stechert $6 n.
An economic and industrial survey of China.
Glimpses of the South Seas and India and Japan trade records, 1920. 658 p. fronts. (part col.) pls. pors. O (World's trade records ser.) N. Y., Stechert $6 n.
A view of the economic conditions of these countries, pointing out the great treasuries full of raw products, but as yet untouched by the outside world.

Keable, Robert
Simon called Peter. 332 p. D [c. '21] N. Y., Dutton $2 n.
The story of an English war-padre in France, and his struggle to find his own soul while passing thru "the fair valley of woman's enchantment."

Kemp, Philip
Rudiments of electrical engineering. 8+255 p. tabs. diagrs. charts D '20 N. Y., Macmillan $2 n.
A description and explanation of the ordinary electrical apparatus in practical use.

Kiekhofer, William Henry
An outline of the elements of economics; 4th rev. edition. 135 p. O '21 Menasha, Wis., George Banta Pub. Co. $1.25 n.

Knight, Austin Melvin
Modern seamanship; 8th ed., rev. and enl.; 199 full page plates. 13+831 p. front. il. (part col.), diagrs. O (Van Nostrand's nautical manuals) '21 N. Y., D. Van Nostrand Co. $6.50 n.

Law, Frederick Houk
English for immediate use. 11+372 p. D [c. '21] N. Y., Scribner $1.40 n.

Lippincott, Joseph Wharton
Gray squirrel; il. by the author. 144 p. front. il. pls. D c. '21 Phil., Penn Pub. Co. $1.25 n.
The story for children of the life of a squirrel and its friendship for an old man who lived at the edge of the wood.

Macarthur, John
Mental hospital manual. 9+215 p. charts (part fold.) O (Oxford medical pub.) '21 N. Y., Oxford Univ. Press $5.25 n.

McCown, Chester Charlton, D.D.
The promise of His coming; a historical interpretation and revolution of the idea of the second Advent. 16+256 p. D c. '21 N. Y., Macmillan $2 n.

McCullough, Ernest
Practical surveying for surveyors' assistants, vocational, and high schools; 229 il.; 2nd ed., revised. 9+401 p. il. tabs. diagrs. D '21 N. Y., Van Nostrand $3 n.

McCutcheon, John Tinney
The restless age; il. with certain cartoons by the author. 2+218 p. il. O [c. '21] Indianapolis, Ind., Bobbs-Merrill $2.50 n.

MacElwee, Roy Samuel, and Taylor, Thomas Rathwell
Wharf management, stevedoring and storage. 19+350 p. il. plans. tabs. (part fold.) forms. facsms. diagrs. O c. '21 N. Y., Appleton $5 n.
Partial contents: Wharf efficiency and shipping profits; Wharf office organization; The longshoremen; Accounting and paper work; Cargo transfer: 1, Methods of transfer; 2, Cargo winches and signaling; 3, Drafts [3 chapters]; Stowage and stowage plan; Clearing the wharves; Delivery of merchandise from the wharf.

Macfadden, Bernarr Adolphus
The truth about tobacco; how to break the habit. 13+183 p. front. (por.) D [c. '21] N. Y., Physical Culture Corp., 119 W. 40th St. $1 n.
Partial contents: How tobacco came into use; What science says about smokes; Cigarettes as a cause of crime, insanity, and physical deterioration; Tobacco and your job; Should women smoke?; Will tobacco go the way of booze?

Kaser, Arthur Leroy
The black vamp; a blackface act. 7 p. S (Denison's black-face ser.) [c. '21] Chic., T. S. Denison & Co. pap 25 c.
I'm a nut; a monologue. 7 p. S (Denison's vaudeville sketches) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.
The mysterious suitcase; a minstrel sketches for two comedians. 8 p. S (Denison's black-face ser.) ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

Kent, Fred I.
Our international relations and Russia's lesson to us; an address delivered before the convention of th American bankers association, in Washington, on October 20, 1920. 29 p. O ['20] N. Y., Bankers Trust Co., 16 Wall St. pap. gratis

Kerlin, Robert Thomas
Contmporary poetry of the negro; [amplified from articles which appeared in the *Southern Workman*.] 23 p. O ['21] Hampton, Va., The Hampton Normal & Agricultural Press pap.

Knox, Philander Chase
The altar of our nationality; address delivered at Independence square, Philadelphia, July 4, 1921. 6 p. O (U. S. 67th Congress, 1st session; Senate doc. 44) Wash., D. C., Gov. Pr. Off., Supt. of Doc.

Lee, Marie Nelson
By special request. [verse] 7+59 p. front. (por.), pl. D [c. '21] Santa Barbara, Cal., The Youthland Press $1

Library of Congress. Copyright Office.
Rules and regulations for the registration of claims to copyright. 29 p. O (Bull. no. 15) '21 Wash., Gov. Pr. Off., Supt. of Doc. pap.

MacDonald, Rose Mortimer Elizey
An analytical subject bibliography of the publications of the Bureau of fisheries; 1871-1920. 306 p. O (Dept. of Commerce; U. S. Bu. of fisheries; Doc. 899) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. apply.

Maclaren, Ian. *See* **Watson, John**

Mann, Heinrich
The patrioteer; authorized tr. by Ernest Boyd. 388 p. D (The European Library) c. '21 N. Y., Harcourt, Brace & Co. $2 n.
A picture of a community dominated by Prussianism. Published in Germany under the title "Der Untertan."

Marks, Jeannette Augustus
Willow pollen [verse]. 89 p. D c. '21 Bost., The Four Seas Co., 188 Dartmouth St. bds. $2 n.
Many of these poems appeared in *Century, Everybody's, Freeman, Contemporary Verse, Nation, Smart Set* and other magazines.

Martinez Sierra, Gregorio
Ana María; Tú eres la paz; authorized tr. from the Spanish by Mrs. Emmons Crocker. 330 p. D [c. '21] Bost., Richard G. Badger, 194 Boylston St. $2 n.
A love story of the Pyrenees.

Martyn, Wyndham
The secret of the silver car; further adventures of Anthony Trent, master criminal. 286 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Mead, Frederick Sumner, ed.
Harvard's military record in the world war. 16+1142 p. O '21 Cambridge, Mass., The Harvard Alumni Assn. $5 n. [subs.]

Mitchell, Wesley Clair, and others
Income in the United States its amount and distribution; 1909-1919; by the Staff of the national bureau of economic research incorporated; v. 1, Summary. 16+152 p. tabs. charts D c. '21 N. Y., Harcourt, Brace & Co. $1.50 n.

Morecroft, John Harold
A short course in the testing of electrical machinery for non-electrical students; 111 il.; 4th ed., rev. and enlarged. 7+220 p. il. diagrs. O '21 N. Y., Van Nostrand $3 n.

Murphy, Thomas Dowler
On sunset highways; a book of motor rambles in California; new and rev. ed.; with 18 il. in col. from original paintings, mainly by California artists, and 40 duogravures from photographs; also new road map covering entire state. 6+344 p. col. front. pls. (part fold.) fold map O [c. '15-'21] Bost., Page Co. $6 n.

Myers, George William
Elementary algebraic geometry; for supplementary use with either first or second-year standard courses, or in junior high schools. 111 p. il. diagrs. D [c. '21] Chic., Scott, Foresman & Co. $1 n.

Newbolt, Sir Henry John
Poems, new and old. 15+268 p. D '21 N. Y., Dutton $3 n.
All of the poems published by the author from 1897 to the present day.

New York
Visiting New York city; buyers manual. 60 p. il. map (part fold.) pls. nar. O [c. '21] N. Y., Henry Sweetsson, Inc., 1133 B'way pap. 25 c.
A guide to the city, and a directory of manufacturers, wholesalers and jobbers of all lines of merchandise.

Noblitt, Loren S.
The lost song [a novel]. 260 p. front. pls. D c. '21 Zarephath, N. J., Pillar of Fire $1 n.

Nothstein, Ira O.
The planting of the church; fifty-two lessons for Bible classes. 289 p. il. O (The Bible study quarterly, v. 2) '21 Rock Island, Ill., Augustana Bk. Concern $1.25

O., I.
The administration of Ireland, 1920. 468 p. O [n. d.] N. Y., Dutton $10 n.
A history of the events in Ireland from the Easter rebellion, 1916 to 1920.

Oppenheim, Bertha
Legends of life and other poems. 71 p. D c. '21 Bost., The Stratford Co. bds. $1.50 n.

Ord, Hubert
Chaucer and the rival poets in Shakespeare's sonnets; a new theory. 63 p. D '21 N. Y., Dutton $1.25 n.
A critical study of Shakespeare's sonnets in which the author points out their similarity to the poetry of Chaucer.

[O'Reilly, Joseph John Edward]
How to become a patrolman; 9th ed. 262 p. S [c. '21] N. Y., The New York Civil Service Employees' Pub. Co., 5 Beekman St. $2

O'Riordan, Conal O'Connell [Norreys Connell, pseud.]
Adam and Caroline; being the sequel to Adam of Dublin. 370 p. D c. N. Y., Harcourt, Brace & Co. $1.90 n.

Monroe, Walter Scott
Report of Division of educational tests for '19-'20. 64 p. tabs. O (Bu. of Educational research, bull. no. 5; v. 18, no. 21) '21 Urbana, Ill., Univ. of Illinois pap. 25 c.

Moore, Sam
The new system; an eye-opener for the blind misleaders of labor; defense of law and order; how to smash the wage system. 16 p. D [n. d.] Seattle, Wash., [Author], 3105 14th Ave. South pap. 20 c.

Morgan, Geoffrey F.
In hot tomale land; a topical, tropical musical comedy in two acts. 41 p. S (Denison's musical comedies and revues) [c. '21] Chic., T. S. Denison & Co. pap. 35 c.
A royal cut-up; a musical comedy in two acts. 38 p. S (Denison's musical comedies and revues) [c. '21] Chic., T. S. Denison & Co. pap. 35 c.

Murray, W. S., and others
A superpower system for the region between Boston and Washington; [foreword by George Otis Smith.] 261 p. tabs. fold. maps (part in pocket) O (Dept. of the Interior; U. S. Geol. Survey; professional paper 123) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 50 c.

Nichols, Charles Lemuel
The portraits of Isaiah Thomas; with a genealogy of his descendants; reprinted from the Proceedings of the American antiquarian society for October, 1920. 32 p. front., pors. O Worcester, Mass., American Antiquarian Society.

Ortman, Mrs. Blanche Sellers
New York to Peking. 146 p. front., pls. O '21 San Francisco, Cal., Bruce Brough, priv. pr. [210 copies]

Osgood, Ernest Earle
The Master Fisherman; with an introd. by Henry Sydnor Harrison [verse]. 7+48 p. front. pls. D '21 c. '22 Bost., Stratford Co. bds. $1.50 n.
A collection of religious poems.

Park, Robert Ezra
The immigrant press and its control. 19+487 p. O (Americanization studies) c. N. Y., Harper $2.50 n.
Partial contents. Snake Valley a winter resort press; European backgrounds of the immigrant press; Contents of the foreign language press; Control of the press.

Parkhurst, Henry Clinton
Songs of a man who failed; the poetical writings of [the author.] 7+376 p. front. (por.) pors. D [c. '21] Lincoln, Neb., The Woodruff Press $2.50 n.

Power. Editorial Staff, comps.
Power's practical refrigeration. 8+283 p. il. tabs. diagrs. D '21 N. Y., McGraw-Hill $2 n.

Putnam, James Jackson
Addresses on psycho-analysis; with a preface by Sigm. Freud. 470 p. (4 p. bibl.) front. (por.) O (The international psycho-analytical library, no. 1) c. '21 N. Y., Stechert $2.50 n.
Partial contents: Personal impressions of Sigmund Freud and his work; On the etiology and treatment of the psycho-neuroses; From the analysis of two staircase dreams; A characteristic child's dream: Comments on sex issues from the Freudian standpoint; The interpretation of certain symbolisms.

Rees, Arthur John
The shrieking pit. 351 p. D (Popular copyrigths) [c. '18-'19] N. Y., Grosset & Dunlap 75 c.

Renouard, Charles Auguste
The Casket's new anatomical plates, drawn with special reference to the requirements of embalmers, under the direct supervision of [the author]. 67 p. col. il. F '21 N. Y., The Casket, inc., 487 B'way $6

Roper, Esther Gertrude, ed.
Select extracts illustrating Florentine life in the fifteenth century. 64 p. (1½ p. bibl.) D (Texts for students, no. 29) '20 N. Y., Macmillan pap. 35 c. n.

Rothbone, R. Ll.B.
Unit jewellery; a handbook for craftsmen in six pts. [sold separately] il. with many drawings by the author and with a profusion of photographic silhouettes of ornaments and details made by him for that purpose as also with photographs of tools and of some examples of jewellery selected from national and private collections; [introductory preface by Cavendish Morton.] various paging fronts. il. pls. tabs. O '21 N. Y., Dutton pap. $1.50 ea.
Designed for the use of teachers, providing a series of progressive studies, from the simplest to the most complex designs.

Rouillion, Louis
A course of mechanical drawing, for school use and for self-instruction; a practical treatise on the art of making working drawings, lettering and dimensioning; 15th ed., rev. and enl. 92 p. diagrs. O [c. '21] N. Y., The Norman W. Henley Co., 2 W. 45th St. $1.50 n.

Russell, Osborne
Journal of a trapper; nine years in the Rocky Mountains; 1834-1843; being a general description of the country, climate, rivers, lakes, mountains, etc., and a view of the life led by a hunter in those regions; [foreword by L. A. York.] 18+149 p. D c. '21 Boise, Idaho, Syms, York Co. $5 n.
Partial contents: Snake Valley a winter resort for trappers; In the Yellowstone country; Laughable and serious engagements with bands of Blackfeet Indians; A winter with the Indians near Great Salt Lake; Christmas dinner a l'Indian. The appendix gives information about trapping wolverine, panther, marmot, porcupine, badger, grizzly bear, beaver and other animals.

Schulkers, Robert Franc [Sekatary Hawkins, psud.]
Adventures in Cuba; or, The Cazanova treasure; il. by Carll B. Williams. 409 p. front. il. D [c. '21] Cin., Stewart Kidd Co. $2 n.
A story for boys and girls, which has to do with treasure hidden by the Cazanova pirates.

Scott, Harry Fletcher, and Carr, Wilbert Lester
The development of language; an elementary study of language history and of the growth of our speech for use in schools. 215 p. (1¼ p. bibl.) il. map diagrs. D [c. '21] Chic., Scott, Foresman & Co. $1.20 n.

Sears, George W.
A systematic qualitative chemical analysis; a theoretical and practical study of analytical reactions of the more common ions of inorganic substances. 6+119 p. il. O '22 N. Y., Wiley $1.75 n.

Sekatary Hawkins. *See* **Schulkers, Robert**

Panama Canal
Laws and regulations governing hunting and carrying of arms in force in the Canal Zone; issued June 15th, 1920. 13 p. fold. map T '21 Mount Hope, C. Z., The Panama Canal Press pap. not for sale [issued with hunting permits]

Parker, Mary Moncure
Mrs. Hoops-Hooper and the Hindu; a comedy in one act. 24 p. diagr. S (Amateur ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

Parmer, Sheldon
High brown breach of promise; a black and tan absurdity. 29 p. S (Denison's specialties) [c. '21] Chic., T. S. Denison & Co. pap. 30 c.

Rice, Arthur L.
The village photographer; an entertainment in one act. 26 p. S (Denison's' specialties) [c. '21] Chic., T. S. Denison & Co. pap. 30 c.

Riley, James Whitcomb
Riley readings with living pictures; a novelty entertainment; arranged by Laura Christine Wegner. 27 p. S (Denison's specialties) [c. '21] Chic., T. S. Denison & Co. pap. 35 c.

Shurter, Edwin DuBois
Selections on American citizenship; for use in the declamation contests of the University interscholastic league. 99 p. O (Univ. of Texas bull., no. 2147) '21 Austin, Tex., University of Texas pap. gratis

Smith, Albert Edward, and Fitzpatrick, Vincent de P.

Cardinal Gibbons, churchman and citizen. 2nd ed. 301 p. front. pls. pors. D [c. '21] Balt., O'Donovan Bros., 221 Park Ave. $1.50

Squires, Walter Albion

God revealing His truth; 1, Through Patriarch and Prophet; intermediate department, first year, pt. 1. 10+264 p. front. (col. map) D (The Westminster textbooks of religious education for church schools, having Sunday, week day, and expressional sessions) c. '21 Phil., The Westminster Press $1.25 n.

Stearns, Harold Edmund, ed.

Civilization in the United States; an inquiry by thirty Americans. 577 p. (24¼ p. bibl.) O c. N. Y., Harcourt, Brace & Co., 1 W. 47th St. $5 n.

This volume contains contributions from John Macy; Van Wyck Brooks, Deems Taylor, H. W. Van Loon, Elsie Clews Parsons, Garet Garrett, Ring W. Lardner, Frank M. Colby and others.

Stephens, Charles Asbury

Immortal life; how it will be achieved. 6+244 p. O c. '20 Norway Lake, Maine [author], The Laboratory $2.50 n.

Partial contents: Human personality its composite and dissoluble nature; Human personality in relation to the ether of space; The intimate causes of old age and organic death.

Stumme, E. C., and Company

Stumme's time calculator; an accurate time calculator for time and discount. [367] p. O [c. '21] Readlyn, Ia., E. C. Stumme & Co. $7.50 n.

Sue, Eugene, i.e. Marie Joseph Eugene

The silver cross; or, The Carpenter of Nazareth; a tale of Jerusalem; tr. from the original French by Daniel De Leon. 188 p. front. (por.) D '21 c. '09 N. Y., New York Labor News Co., 45 Rose St. $2 n.

Sullivan, John James

American corporations; the legal rules governing corporate organizations and management; with forms and il.; 2nd ed., rev. and enlarged. 13+463 p. O '21 c. '10-'21 N. Y., Appleton $2.75 n.

Tappert, Katherine

Viewpoints in biography; an arrangement of books according to their essential interest. 69 p. O (The viewpoint ser.) '21 Chic., American Library Assn. Publishing Board, 78 E. Washington St. pap. 60 c.

Tarkington, Booth, i. e., Newton Booth

Clarence; a comedy in four acts. 124 p. pls. plans D (French's standard library ed.) [c. '21] N. Y., S. French pap. 75 c.

Tarkington, Booth, i. e. Newton Booth, and Street, Julian Leonard

The country cousin; a comedy in four acts. 141 p. pls. diagrs. D (French's standard library ed.) [c. '21] N. Y., S. French, 28 W. 38th St. pap. 75 c.

Published in 1916 under title "The Ohio Lady."

Thompson, J. Walter, Company

Population and its distribution; compiled from the figures of 1920 United States census; including distribution of retail and wholesale dealers; comp. from trade sources; 3rd ed. 10+335 p. maps tabs. O [c. '21] N. Y., J. Walter Thompson Co., 244 Madison Ave. $5

This edition lists all towns in the United States down to 500 inhabitants with their counties. There is trade information concerning thirty separate classifications of dealers, wholesale and retail, in the leading trades. These classifications give the number of dealers in each city of 50,000 and over, as well as by states. It also furnishes an analysis of markets.

Tippett, Irene Cowan

An American princess; and other sketches. 62 p. front. pls. nar. D [c. '21] Dothan, Ala., [Author] $1; $1.50 n.

The story of Catherine Willis Gray, the American girl who married Prince Achille Murat, son of the King of Naples, who lived for years in Tallahassee and St. Augustine, Florida.

Siebenthal, Claude Ellsworth, and Stoll, A.

Zinc in 1920. various paging tabs. charts. O (Dept. of the Interior; U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Smith, Frank

Distribution of the fresh-water sponges of North America. various paging (5 p. bibl.) O (Division of the Natural history survey, v. 14; Bull. article 2) '21 Urbana, Ill., State of Illinois Dept. of Registration and Education pap.

Smith, Longfield

Sugar cane in St. Croix. 23 p. il. map pl. O (Virgin Islands of the U. S.; Agricultural experiment station; Bull. no. 2) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Smithsonian Institution

Thirty-fifth annual report of the Bureau of American ethnology to the Secretary of the Smithsonian institution; 1913-1914; in two parts; pt. 2; [containing Ethnology of the Kwakiutl (continued), based on data collected by George Hunt; by Franz Boas, Index.] O various paging '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. $1.50

Sowerby, Arthur de Carle

On a new silurid fish from the Yalu River, South Manchuria. 2 p. O (No. 2408; from the proceedings of the United States National Museum, v. 60) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Stoddard, B. H.

Gems and precious stones in 1920; Mineral resources of the U. S., 1920; pt. 2; pub. Dec. 29, 1921. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Stratton, Wade

Almost an actor; Coontown crossfire. 9 p. S (Denison's blackface ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

A burnt cork barrage; minstrel material with a military flavor for the "vets" to use in their shows. 22 p. S (Denison's black-face ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

Cash money; a minstrel spree for three. 11 p. S (Denison's black-face ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

Fu'st aid to Cupid; or, The sham doctor. 14 p. S (Denison's black-face ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

Hitting the African harp; a black-face sketch for a banjo duo. 6 p. S (Denison's black-face ser.) [c. 21] Chic., T. S. Denison & Co. pap. 25 c.

Kiss me, Camille!; or, The stage-struck darky; a blackface novelty. 12 p. S (Denison's black-face ser.) [c. '21] Chic., T. S. Denison & Co. pap. 25 c.

Tipping, Henry Avray

English homes; period 5, v. 1; Early Georgian, 1714-1760. 43+357 p. front. pls. plans F '21 N. Y., Scribner $25 n.

A history of this period with outstanding examples of famous houses in England and Wales, showing plans, interiors, and exteriors.

Tuberville, Arthur Sanley

Mediaeval heresy and the inquisition. 6+264 p. O '21 N. Y., Dutton $4 n.

A brief account of the principal heresies of the Middle Ages, and of the attitude of the Church towards them.

Turner, John P.

Ringworm and its successful treatment; il. by 8 half-tone engravings; [with an introd. Walter S. Cornell.] 62 p. S c. '21 Phil., F. A. Davis Co., 1914 Cherry St. $1 n.

Partial contents:: The, history, pathology and diagnosis of the ringworm, [3 chapters]; How ringworm is spread; When is a ringworm cured?

Vance, Louis Joseph

The dark mirror; il. by Rudolph Tandler. 368 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Walker, Stuart

Portmanteau adaptations; ed. and with an introd. by Edward Hale Bierstadt. 229 p. front. pls. pors. D [c. '21] Cin., Stewart Kidd Co. $2.50 n.

Contents: Gammer Gurton's needle; The birthday of the Infanta; Sir David wears a crown; Nelli-jumbo.

Ward, Mrs. Florence Jeannette Baier

Phyllis Anne. 3+245 p. D [c. '21] N. Y., J. A. McCann $1.90 n.

Watson, John [Ian Maclaren, pseud.]

Beside the bonnie brier bush; il. with scenes from the photoplay. 327 p. front. pls. D (Popular copyrights) [c. '94] N. Y., Grosset & Dunlap 75 c.

Weaver, Bennett

The garden of seven trees; with a foreword by William Johnston [verse]. 11+183 p. D [c. '21] Bost., Cornhill $1.50 n.

White, George Starr

Youth obtained and retained. 283 p. il. D [c. '21] Los Angeles, Cal., [Author], 327 S. Alvarado St. $4 bxd.

Whittingham, George Napier

The home of fadeless splendor; or, Palestine of today; with a foreword by Major-General Sir Arthur Wigram Money; il. with 16 etchings and maps by B. C. Boulter, and 8 col. pls. by Stanley Inchbold. 17+360 p. O ['21] N. Y., Dutton $10 n.

A study of the Holy Land, its past history and its conditions today after centuries of Turkish rule.

Wike, Hamilton

Mother Owl; [legends and stories of animals.] 128 p. col. front. il. col. pls. D ['21] Phil., National Publishing Co., 239 S. American St. 50 c.

Wildman, Edwin

Famous leaders of industry; 2nd ser.; the life stories of boys who have succeeded. 3+339 p. front. pors. O '21 Bost., Page Co. $2 n.

Young, Ernest W.

Comments on the Interchurch report on the steel strike of 1919. 88 p. O [c. '21] Bost., Badger $1.50 n.

Partial contents: The report commendable; Wherein lies the responsibility for failure?; Working and living conditions in steel making; Bolshevism.

Tobey, Marian E., comp.

A guide for grown-ps to books of prose and poetry for wee little folks and big little folks; [preface by Frank David Boynton.] 16 p. O (Our point of view; v. 4, no. 6, Dec., 1921) Ithaca, N. Y., Ithaca Public Schools, English Dept. pap.

Tuplin, Frank Folland

A treatise on silver fox farming. 32 p. il. por. O [c. '21] Alpine, Mich., [Author] $1.50

Union (The) lesson guide and Golden-text book for 1922; containing the improved uniform lessons, Golden-texts, and daily home readings; with other helpful material for Sunday-school workers; for ready reference in pocket or Bible. 30 p. map Tt Phil., American Sunday-School Union, 1816 Chestnut St. pap.

U. S. Bureau of Fisheries

Canned salmon: pink and chun; with recipes for using them. 7 p. il. O (Department of Commerce; Economic circular no. 48) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

University of Chicago. Dept. of English, University High School

Standard usage in English; standards of capitalization, punctuation, handwriting, spelling, and sentence structure, required of all classes in the University high school. 24 p. facsms. O [c. '21] Chic., Univ. of Chicago Press pap. 25 c. n.

Uranium in steel; the history and function of this element in the making of uranium steels; with analytical methods and test charts. 32 p. il. D [c. '21] Pittsburgh, Pa., Standard Alloys Co., Vanadium Bldg.

Walcott, Charles Doolittle

Cambrian geology and paeontology; 4; No. 7, Notes on structures of neolenus; with pls. 91 to 105. various paging pls. (part. fold.) O (Smithsonian miscellaneous collections; v. 67, no. 7; pub. 2584) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 70 c.

Well-planned (The) kitchen; [including a list of Agriculture dept. pub. of interest in connection with this circular.] 8 p. O (U. S. Dept. of Agriculture; Dept. circular 189; Contributions from the States relations service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

West, Mary Mills [Mrs. Max West]

Infant care; rev. ed. 112 p. forms pl. O (U. S. Dept. of Labor; Children's bureau; Care of children ser., no. 2; Bureau pub. no. 8) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Wilson, H. W., Company

Style book; a compilation of rules governing the style used in setting the publications of the H. W. Wilson Company. 86 p. D '21 N. Y., H. W. Wilson Co., 960 University Ave. pap.

Wisconsin reading circles; under the auspices of the Wisconsin teacher's assn.; annual of 1921-1922; list of books, regulations, diplomas and seals, certificates, promotion of reading circle activity, etc.; foster patriotism by promoting good reading; issued by the State reading circle board. 67 p. facsms. pls. forms il. O '21 Madison, Wis., Superintendent of Public Property pap.

Rare Books, Autographs and Prints

A collection of woodcuts by John J. A. Murphy much in the style of early wood engraving is on view at the Keppel Galleries.

A large and handsome collection of eighteenth century mezzotint portraits is on exhibition at the Knoedler Galleries.

The Kennedy Galleries are showing a collection of the etchings of Anders Zorn of varied character and including some rare plates and beautiful impressions.

John Drinkwater's new book of poems "Seeds of Time" contains twelve sonnets with the general title "Persuasion." These sonnets have been privately printed in an edition limited to fifty copies.

Mrs. Louis Prang of Boston has given the New York Public Library a complete set of the publishers' proofs of the publicatoins of L. Prang & Company, the famous art publishing firm, in sixteen large volumes.

The Kent Memorial Library of Suffield, Mass., has lately come into the possesssion of a complete file of *The Impartial Herald,* published in Suffield toward the end of the eighteenth century. The paper appears to be unknown to bibliographers and this file is probably unique.

Rare Americana, including early almanacs, broadsides, Massachusetts sessions laws, pamphlets on the Whiteleld controversy, books concerning the Revolutionary War, the early history of California, the overland route and a few miscellaneous autographs, will be sold by the Heartman Auction Company, Inc., at Perth Amboy, N. J., January 28.

A long series of books illustrated by Arthur Rackham was recently sold at Sotheby's in London. Limited editions of Irving's "Rip Van Winkle" and Barrie's "Peter Pan" brought £15 each. Shakespeare's "Midsummer Night's Dream," and Wagner's "Ring of the Nibelung," £4 15s. each; and two copies of Fouque's "Undine" £2 18s. each.

The story of "Stephen Daye and His Successors," the first printers of Massachusetts, is told in a little volume issued in a limited edition by the University Press of Cambridge. The book is illustrated with sketches by George F. Trenholm. One of those shows the first printing press brought to this country, from which the first newspaper in Vermont was printed, and now preserved in the State Capitol at Montpelier.

The bibliographical points of Conrad's "Chance" have now got pretty well straightened out. It appears that that there are four issues of the genuine first edition: the 1913 title printed on a half sheet; the 1913 title on a single leaf tipped in; the 1914 title printed on a single leaf tipped in; and the 1914 title printed on a half sheet. Two forgeries have been discovered: one of the 1913 title on a half sheet and the other of the 1913 title on a single leaf tipped in.

Books, illuminated and other manuscripts from the libraries of John Inglis, Lord Justice General of Scotland, comprising fine French and Scottish bindings, first and early editions of Milton and Defoe, early works relating to Mary Queen of Scotts; a collection of Kelmscott, Doves and other presses, the property of Wilfred Buckley; and other consignments, including first editions of Kipling, Dickens, and other English authors, and such rarities as the "Nuremberg Chronicle." 1493, Drayton's "Poems," 1619, a fine Flemish illuminated Horae, and a French illuminated Horae, will be sold at Sotheby's in London, January 30, 31, and February 1.

A notable collection of first editions, colored plate books, association books and manuscripts, comprising portions of the libraries of Frederick Corder of London, David G. Joyce of Chicago, and Captain E. W. Martindell of Ashford, England, together with upwards of a score of smaller consignments will be sold by the American Art Association January 26 and 27. The most important part of the sale is the Corder collection consisting of first editions of Dickens and Thackeray and books illustrated by Rowlandson and Cruikshank and other authors and illustrators of the same period. There are also some very extraordinary association books, collected sets of first editions of modern authors, first editions of Kipling and many interesting drawings and manuscripts. Altogether this is one of the most important sales of the season.

The collection of first editions, letters, manuscripts, drawings and portraits of Thackeray gathered by Henry Sayre Van Duzer, of this city, comprising 350 lots, will be sold at the Anderson Galleries February 6 and 7. The collection of first editions is very complete including superb copies of such early rarities as "The Snob," "The Gownsman," "The Exquisites," "King Glumpus," and "The Second Funeral of Napoleon." The novels, "Vanity Fair," "The Newcomes," "Pendennis," and "The Virginians" in parts, are said to be more nearly perfect than any that have hitherto appeared in the auction room. The autograph letters, manuscripts and drawings and portraits, including more than a hundred lots, contains some very interesting and valuable material. This is generally conceded to be one of the most important sales of Thackeray material ever sold on either side of the

Atlantic and will undoubtedly make one of the most interesting sales of the year here.

The sale of miscellaneous autograph letters and manuscripts at the American Galleries on January 9, was very successful, 294 lots bringing $7,908.60. An A. L. S. of Jane Austen, 4 pp. Oct. 26, 1813, brought $155; an A. L. S. of Charlotte Bronte, signed "C. Bell," 8 pp. May 1, 1848, $95; an A. L. S. of Elizabeth Barrett Browning to Thackeray, 2 pp. April 13, 1861, $72.50; an A. L. S. of Lord Byron, 3 pp. Oct. 5, 1814, denying his engagement to Miss Milbanks, afterwards Lady Byron, $250; an A. L. S. of Benjamin Franklin, 2 pp., Passy, Sept. 7, 1793, referring to the Peace Treaty, $145; an A. L. S. of Goethe, 3 pp., Weimar, Oct. 21, 1790, $125; an A. L. S. of Kipling, 1 p. n. p. or d., to Prof. Dowden on Irish affairs, $70; an A. L. S. of Charles Lamb, 2 pp., Sept. 10, 1825, $135; a musical manuscript of Mendelssohn, a sonata for B clarinet and piano, 17 pp., bound in marbled boards, $155; and an autograph letter of Washington, 3 pp., Mount Vernon, Aug. 22, 1785, $215. William R. Hearst was the heaviest private buyer and Gabriel Wells among the dealers.

Sometime since Albert E. Gallatin wrote an essay on "Modern Fine Printing in America," inspired by the exhibition of fine printing under the auspices of the American Art Institute in 1920, which has recently been privately printed. Writing of Bruce Rogers he says:

"No printer has shown as great versatility and variety in his work as has Mr. Bruce Rogers. Quite different in format are the ninety-seven volumes designed by Mr. Rogers up to 1916, which are listed in one of the publications of the Carteret Book Club of Newark. Designing his own types, as many printers did until the seventeenth century (and cut their punches as well), drawing or engraving his own initial letters and headpieces, designing his bindings, in addition to laying out his books, the volumes of Mr. Rogers are as distinctive as those printed at the Kelmscott, Doves and other English presses. What Mr. Rogers has done, however, is a far greater achievement than that accomplished by any other of these presses: for one thing, and this is an important one, his books are meant to be read and are not merely objets d'art. Mr. Rogers' volumes range all the way from a large folio, with illuminated roundels inspired by a thirteenth century manuscript, to a three-volume edition of Montaigne's "Essays," in folio, the "History of Oliver and Arthur," set in black letter, to a diminutive edition of "Ecclesiastes." Other volumes include an elaborate book on Geoffroy Tory, an extremely beautiful edition of Chaucer's "Parlement of Foules," printed in black, red and blue, with gold initials, and an altogether delightful volume entitled "Franklin and His Press at Passy," which has been printed for the Grolier Club. Every one of these books is distinguished for the technical excellence of its layout; the two pages are properly considered as being a unit, the margins are of correct and pleasing proportions, the type is always clear and of the right size for the page, the composition is faultless, and the decorations are always suitable and form an integral part of the whole."

A. W. Pollard of the British Museum sometime ago declared that Mr. Rogers was the "most vital force in modern typography" and wrote about his work quite as appreciatively as Mr. Gallatin. It is the "versatility," practical beauty and vital force" of his bookmaking that is the secret of his wide recognition and growing popularity among booklovers and collectors. The books printed by him have been steadily increasing in value for several years. Based upon real merit, and not a mere fashion, the collectors of Mr. Rogers' books are sure to grow in numbers among all who care for beautiful and appropriate typography.

F. M. H.

Auction Calendar

Monday and Tuesday evenings, February 6th and 7th, at 8:15. A Thackeray library collected by Henry Sayre Van Duzer of New York. (Items 350.) The Anderson Galleries, 489 Park Avenue, New York City.

Catalogs Received

Americana, books and pamphlets about the American Indians. (Part. 1; No. 15; Items 2647.) The Aldine Book Co., 436 4th Ave., Brooklyn, N. Y.

Association books, presentation copies, original manuscripts, etc. (No. 113; Items 569.) C. Gerhardt, 25 West 42nd Street, New York City.

Books new and old, including American Colonies, journalism, poetry, politics, travel, art and allied subjects with a few standard sets. (Part 2; No. 38; Items 545.) A. J. Huston, 92 Exchange Street, Portland, Me.

Educational books, new and second-hand for schools, colleges and self-tuition. (No. 2.) W. & G. Foyle, Ltd., 121--125 Charing Cross Road, London, W. C. 2 England.

New and second-hand books dealing with India, China and Japan and the adjacent countries. (No. 179; Items 791.) B. H. Blackwell, Ltd., 50 and 51, Broad Street, Oxford, England.

Second-hand books in all classes of literature, including first editions of standard authors, presentation, association and large paper copies. (No. 28; Items 742.) R. S. Framton, 37 Fonthill Road, Finsbury Park, London, N. 4, England.

Books—rare, curious, Masonic and miscellaneous. (No. 66; Items 357.) John Metcalfe-Morton, 1 Duke St., Brighton, England.

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The Weekly Book Exchange

Books Wanted and for sale

Under these headings subscribers are charged 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Adair's Bookstore, 1715 Champa, Denver, Colo.

Spark's Life of Washington, 13 vols., pub. in 1813.
William Walter, Sickle.
Hudson, Law of Psychic Phem.

Adams Bookstore, Fall River, Mass.

Dore-Timbie, The Theory of Human Progression.

Allan, c. o. Publishers' Weekly

Private Book Collectors, 1919. State condition.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Children's Book of Knowledge.
The Archko volume or Archeological Writings of the Sanhedrim and Talmuds of the Jews, second-hand.
Finnie, The Way of Salvation. second-hand.

American Sunday School Union, 1816 Chestnut St., Philadelphia, Pa.

Mason, Otis Fulton, Aboriginal Basket Making.

D. Appleton & Co., 35 W. 32nd St., New York

Adams, Henry, Public Debts.

Arcade Book Shop, 8th & Olive Sts., St. Louis, Mo.

Nathan, Bottoms Up.
Nathan, Book Without a Title.
Nathan, Little Book in C. Major.
Steele, Robert, One Man.
Benn, Style in Furniture, Longmans.
Benson, Up and Down.
Skeat, Principles of English Etymology, vol. 2 only.
Watterson, Spanish-American War.
Watterson, Money and Morals.
Watterson, Lectures on Lincoln.
Hunter, Stiegel Glass.
Pinckney's Poems.
Lawrence, The Rainbow.
Sealsfield, Cabin Book.
McGoodwin. Shades and Shadows.
Blythe, A Western Warwick.
Farmer, National Ballads, 5 vol. ed.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

Allen-Wessels, Golden Road.

L. S. Ayres & Company, Inc., Indianapolis, Ind.

Majors, Charles, Forest Hearth.
Wilson, Harry Leon, Bunker Bean.
Mayo, Margaret, Polly of the Circus.
Esquemelin, The Buccaneers.

Wm. Ballantyne & Sons, 1409 F St. Northwest, Washington, D. C.

Rosengarten, The German Soldier.

Baptist Book Concern, Inc., 650 S. Fourth St., Louisville, Ky.

Cabell, James Branch, Jurgen.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Cruise of the Cochelot, 1st ed.
Frankenstein.

The Beacon Book Shop, 26 West 47th St., New York

Abbott, American Merchant Ships and Sailors, 1902.
Sinnett, Occult World, 6th American ed. only.

A. A. Beauchamp, 603 Boylston St., Boston, Mass.

Chadwick Poems, Through Love to Light.
Bullinger, Figures of Speech Used in Bible.
Bullinger, Church Epistles.
Rutherford, W. G., St. Paul's Epistles to Thess.
Herodotas.
History Guilford Conn, Alvin Talcott.
Palmoi, Mahan.
Unwritten Sayings of Jesus.
Old Hebrew Scrolls, want good ones, buy several.
Photo copies Coxe Siniaticus and other items.
Christian Science Journals and pamphlets.
Science and Health, any editions before 1900.
Lawson, John P., Martin Luther.
Luther, Words that Shook the World, Adams.

Beecher, Kymer & Patterson, Kalamazoo, Mich.

Grover, Dictionary of Music and Musicians.
Moore, Memoirs of My Dead Life, Engl. ed.
Inman, Ancient Faiths.
Inman, Ancient Pagan and Modern Christian Symbolism.
Higgins, Anacalypsis.
Hinsdale, Old Northwest (Silver), 1.75.

Behymer's Book Shop, 1204 Olive St., St. Louis, Mo.

Doten, Lizzie, Poems from the Inner Life.
Podmore, Studies in Psychic Research.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Ten Days that Shook the World, 2 copies.

BOOKS WANTED—Continued

The Bookster, 148 Lexintgon Ave., New York

Cather, Willa, O, Pioneers, 1st ed.
Cather, Willa, Troll Garden, April Twilights, Song of the Lark.
Wethergill, The Wandering Joy.
Clemens, King Leopold's Soliloquy, 1st ed.
Wanderings in Arabia.
Symonds, J. A., The Greek Pets, both vols.
Virginia, ed. of Poe, Crowell Co.
Woodbery, Life of Poe, Houghton Mifflin.
Reyonlds, Stephen, A Poor Man's House.
Phillips, Stephen, Marpessa, 1st ed.
Phillips, Stephen, Poems, first ed.
Phillips, Stephen, Christ in Hades 1st ed.
Rosenbaum, Lust.
Hamill, Fetichism in West Africa.
Cabell, Gallantry, 1st ed.
Herman Melville, 1st editions.
We are always interested in first editions of modern authors and bookshops throughout the country would do well to quote any such items as they may have on hand.

E. Borgman, 10 Hyde Stattion, St. Loius, Mo.

Young's Fractional Distillation.
Beilstein, Handbuch d. organ Chemie (comp.).
Richter's Lexicon der Kohlenstoffe (complete).
Journal of Physical Chemistry, set or vols.

Brentano's, 5th Ave. and 27th St., New York

Whitaker, Herman, The Planter, a novel.
Fancourt, Chas. St. John, History of Yucatan from its Discovery to Close of the 17th Century.
Salisbury, Stephen, The Mayas.
Thompson, E. H., A Page of American History.
Casares, David, Notes on Yucatan's Water Supply.
Lorimer, G. H., Addison Broadhurst, Merchant.
Hergesheimer, J., Mountain Blood, 1st ed.
Miller, Alice Duer, Calderon's Prisoner.
Moore, G., Modern Painting.
Parker, J. H., Concise Glossary of Terms Used in Grecian, Roman, Italian and Gothic Architecture.
Parker, J. H., Introduction to Study of Gothic Architecture, pub. 1867.
Hobhouse, L. F., Democracy and Reaction.
Woolsey, T. D., Political Science, 2 vols.
The History of Bethune Family, trans. by Mrs. J. A. Weisse-Andre Du Chesne, 1884.
Collins, F. Howard, Authors' and Printers' Dictionary.
Dharmapada in the Sacred Books of the East.
Dharmapada or Buddha's Way of Virtue.
James, H., The Wheel of Time.
Lady Nugent's Journal of Jamaica in 1801.
Cruise of the Midge.
Dallinger, Gentile and the Jew in the Courts of the Law.
Prescott, Conquest of Mexico, Lippincott Co. ed.
Westcott, Handbook on Casinghead Gas.
Phillips, Office Companion and Handbook.
Rowbotham, History of Music to the Time of the Troubadours.
Amberly, Viscount, Analysis of Religious Belief.
Fowler, History of Ancient Greek Literature.
Murray, Gilbert, History of Ancient Greek Literature.
Mosher, Abelard and Heloise.
Mosher, Tristam and Iseult.
Case, House on the Hudson.
James, Henry, Golden Bow.
Wilde, Oscar, Epigrams and Aphorismus.
Foote, History of Texas.
Mitchell, Wesley C., Book About Analysis of Business Cycles.
Stone, Livingston, Domesticated Trout, 6th ed.
Aristotle's Constitution of Athens, English trans.
La Wie, Julia, A Tale Half Told.
Chambers, Reckoning.
First Steps in Egyptian Bridge.
Note Book of Leonardo Da Vinci.
Lee, J., Commodores Daughters, U. S. Book Co., 1895.
Weltmer, Prof., Mystery Revealed.
Complete Writings of Artemus Ward.
Willard, Life of John Brown.
The Life of George Tyrrell.
Wolff, J., Historic Paris.
Scidmore, E. R., Winter India.

Brentano's—Continued

Gores, Geo., The Art of Scientific.
Chronicle of the Cid, trans. R. Southey.
Walker, The Things That Are Caesars, A Defense of Wealth.
Alexander, The Child.
Futrelle, Jacques, My Lady's Garter, 2 cop.
Daniels, Mrs., Experiences of Eon and Eona.
Guillame, C. E., Mechanics.
Lynan or Lyman, C. C., Log of the Blue Dragon.
Chatterton, Sailing Ships and Their Story.
Smith, H. Warrington, Mast and Sail in Europe and Asia.
McQuade, Gen. James, Cruise of the Montauk.
Hepworth, George, Starboard and Port Review.
Hyne, Cutcliffe, A Recipe for Diamonds.
Dove's Press Bible, vol. 1.
Curzon, Book on Persia.
First Wonder Clock.
Adams, Josiah, Glimpses of the Past.
Diary of Philip Hone.
Hutchinson, If Winter Comes, 1st Eng. ed.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.

Spencer, Myths of Greece.
Spencer, Myths of Norsemen.
Robespiere, John Morley.
Simplicissimus, 17th century, German.
Wodehouse, Something New.
Philips, Art and Environment.
Mau, Pompeii, Its Life and Art, trans. by Kealsey.
Meschler, Gift of Pentacost.
Humanity of Jesus.
Hapgood, Isabel, Trans. of the Russian Church Service Book.
Burmann, France, Virgil 1742, Holland.
Greek Religions, Gruppe, Giechische Reliogious-Geschichte, vol. 1, latest edn.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Pepy's Diary, complete, Bohn's Lib., second-hand.
Gosse, History of English Lit. 18th Century, second-hand.
Saintsbury's History of Eng. Lit. 19th Century, second-hand.
Dryden's Essays, ed. by Ker, second-hand.

Albert Britnell, (Cash), 815 Yonge St., Toronto, Canada

Mather's The Kabbalah Unveiled.
Dassier's Posthumous Humanity.

Brockmann's, 210 South Tryon St., Charlotte, N. C.

Kellikelly, Sarah H., Curious Questions, etc., 3 vol. set. McKay.

The Burrows Brothers Co., 633-637 Euclid Ave., Cleveland, Ohio

Kirke, Cupola Practice.

Campion & Company, 1313 Walnut St., Philadelphia, Pa.

Dayton, Last Days of Knickerbockers.
Faust, German Element in the U. S.

Campion Book Shop, 119 Summit, Toledo, Ohio

Beard, Sand and Cactus.
Bushnell's History of Granville, Ohio.
Kohler (?), Two and Two Make Four.
Hamilton, Sixty Years on the Western Plains.
American and Eng. Law Lib., N. C. S. of Law, vol. 1, 2.

Gerard Carter, 12 South Broadway, St. Louis, Mo.

Sutten, Volumetric Chem. Analysis 10th ed.
Book on Relativity.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

Delano, Exercises and Set Up.
Williams, Home-made Wines and Beer.
Burnell, How to Heal.
Burnell, Look at God.
Scientific Am. Suppl., No. 1624.

Louis M. Chalif, 163 West 57th St., New York, N. Y.

Old and Rare Books on Dancing.
Illustrated Costume Books.
Write, giving details.

BOOKS WANTED—Continued

George M. Chandler, 75 East Van Buren St., Near Michigan Boulevard, Chicago, Ill.

Piozzi, Mrs. Thrale, Autobiography, 2 vols.
Curzon, Persia, 2 vols., 1892.
Boswell, Birkbeck Hill ed., Oxford, 6 vol.
Ryland, Chronological Outlines of Eng. Lit.
Blunt, Esther, Small and Maynard.
Kansas Magazine, Jan. 1873 to Oct. 1874.
Montaigne, Essays, Hazlitt's ed., 3 vols., 1877.
Jefferson, Hamilton, Franklin, Lincoln, Federal eds.
Plato, Dialogues of, 5 vols., 3rd ed.
Harmon's Journal, 1820.
Thayer, Life of Cavour, 2 vols., large 8vo.
Herndon's Lincoln, 3 vols., 1st ed.
Fitzgerald, Letters and Literary Remains, 3 vols.
Keppel, Golden Age of Engraving.
Kunz, Gems and Precious Stones, 1890.
Palmer, Joel, Narrative 1847 or 1851.
Patterson, History of the Backwoods, 1843.

William Gerard Chapman, 118 North La Salle St., Chicago, Ill.

McCutcheon, Green Fancy.

The Arthur H. Clark Company, 4027-4037 Prospect Ave., Cleveland, Ohio

Lytle, Letters that Land Orders.
Lane, Masters of Eng. Landscape Painting.
Men of Mark in Conn., 4 vols.
Burke, Reminiscences of Georgia, 1850.
Hoadly, Records of New Haven Colony, Conn., 1638-52.
Woodruff, Effects of Tropical Light on White Men.
McGee, Catholic Hist. of North America.
Dwight, Travels in N. E. and N. Y., 4 vols.
Leigh, Ten Years on a Georgia Plantation Since the War, 1883.
Westermarck, Hist. of Human Marriage.
Phi Beta Kappa, anything on.

The John Clark Company, 1486 West 25th St., Cleveland Ohio

American State Papers, Foreign Relations, vols. 1, 5, 6, Military Affairs, vol. 5, Naval Affairs, vols. 2, 3, 4, Public Lands, vol. 7.
Custis, Recollections of George Washington.
Conkling, Mother and Wife of Washington.
English Catalogue of Books, 1915 to date.
Old Fans, anything relating to.
Guizot, Essay on Washington.
Headley, Illustrated Life of Washington.
Herbert, The First American.
Hamerton, Man in Art.
Kennedy, Life of William Wirt.
Lossing, Mother and Wife of Washington.
Marshall, Life of Washington.
Pickell, Early Life of Washington.
Shakespeare's Works, the larger Temple edn.
The Spectator (an insurance journal published in New York), any vols., except 1919.
Thayer, Life and Letters of John Hay.
Roosevelt and Grinnell, The Boone and Crockett Club.
Duncan-Clark, The Progressive Movement.

Cole Book and Art Company, 123 Whitehall St., Atlanta, Ga.

Football Days, Bill Edward, O. P.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Upton, Negro Masonry.
Harlowe, Marine Algae of N. E.
Le Veber, Bearing of Protestantism and Catholicism on Liberty of Nations.
Famous Murders.
Bottome, Dark Tower.
Luce's Seamanship.

Colonial Society, Box 343, Richmond, Va. (Cash.)

Burk, Campbell, Howe, Smith, Strachey, Hist. Va.
Edgarly, Natural Reader, old ed.
New Eng. Dict., set or after 5.
Sanderson, Lives of Singers, set or latter vols.

Columbia University Library, New York City

Walcott, A. S., Java and Her Neighbors.

Columbia University Library—Continued

Marsh, Taxation of Land Value in American Cities, 1911.
Garnett, A History of Italian Literature, 1898.
Hutton, Edward, Rome, 3rd or later, $2.00.
Barnes E., Studies in Education, vols. 1 and 2, Stanford Univ.
Mellor, J. W., Treatise on Quantitative Inorganic Analysis, Griffin.
Villard, U., Monnerat de Giorgione das Castelfrance, 1904.
Klassika der Kunst, Numbers 1-26.
Vanzype, Gustave Vermeer de Delft, Van Oest, 1908.
Stryzgewski, J., Kleinasien, 1903.
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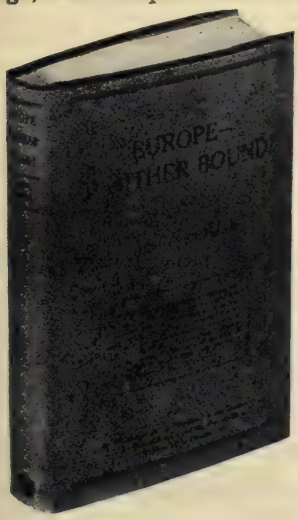

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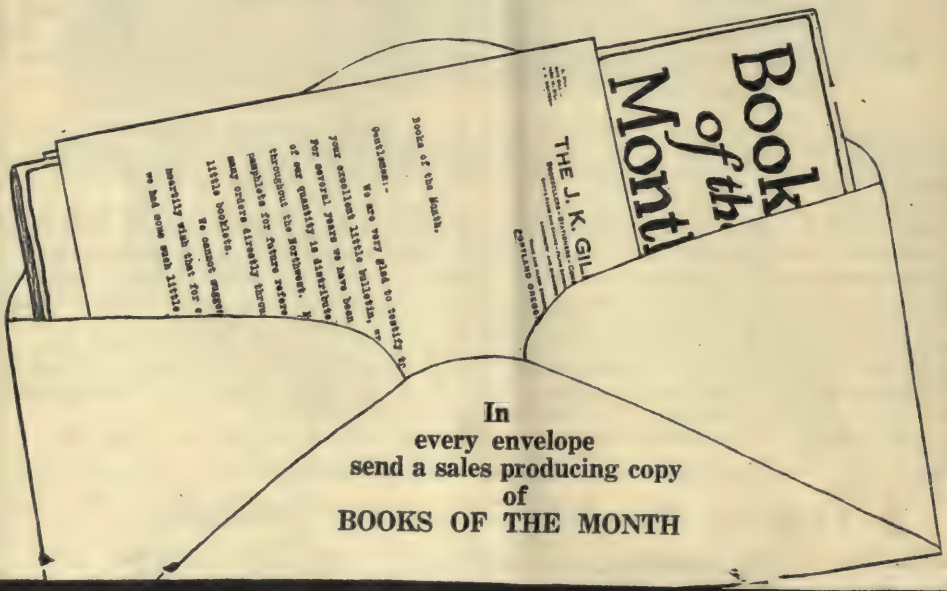

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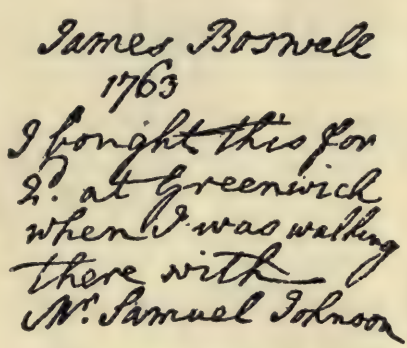
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History always repeats. It is repeating now for we are back in the Dark Ages—sex, money and murder crazed as in the 11th century when fashionable Demi-mondanes dominated Church and State and all but wiped out Christianity and Christian Civilization. Today real homes are novelties, children shunned or only unwanted accidents of birth. Divorce is rampant—"the devil's way" as in "Beauty and Nick." If foolish enough to marry it is 1 to 7 to 1 to 3 according to where you marry, that your home will be only a chute to the Divorce Court Chambers. Read and re-read "Beauty and Nick" and "My Unknown Chum." Save them for those you love until they mature and begin life's battles with our fast decaying civilization. Read them yourself and return if not ideal comrades for you and yours.

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The Devin-Adair Co., publish only a few titles but of such merit as to be continuous good sellers. This policy is backed up by the largest wholesale house in America. They stock heavily our every title knowing that it is of distinctive worth—knowing too, that "the Devin-Adair advertising will sell the books."

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an ideal life chum for young and old, single or married. Send both books to those you love—surely to your daughter, your son at university or college.

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Clean literature and clean womanhood are the keystones of civilization, and "MY UNKNOWN CHUM is the cleanest and best all-around Book in the English language." It is the Chum of thousands; once read it will be your Chum all through life—at home and abroad.

When your Daughter, your Son, are old enough to think, travel and fall in love, insistently commend MY UNKNOWN CHUM to them. They will be grateful for your thoughtfulness.

You will agree with the *NEW YORK SUN that "They don't write such English nowadays. The book is charming."*

With SIR PHILIP GIBBS that "MY UNKNOWN CHUM is delightful."

U. S. SENATOR DAVID I. WALSH—the only book he has ever endorsed and commended—"It is all that is claimed for it—even more. It is not only a companion but a friend."

THE BAKER & TAYLOR CO., largest wholesale book-sellers: "'My Unknown Chum' is a wonderful book—appeals to the cultivated classes. Has a remarkable sale. We sell more copies than we do of many 'best selling' novels."

"Life is too short for reading inferior books." —BRYCE

MY UNKNOWN CHUM

("Aguecheek") **Foreword by Henry Garrity.** **Price $1.90**

They have bought over 19,000 copies of "My Unknown Chum"; their advance order for "Beauty and Nick" was four times greater than for any title by Gibbs and since publication in June have bought nearly 6000 copies. You may safely stock all Devin-Adair books and may guarantee satisfaction to your customers.

437 FIFTH AVENUE, NEW YORK

BOOK LINEAGE

MONTH BY MONTH IN ALL CHICAGO NEWSPAPERS FOR THE YEAR 1921

	The Daily News 6 days	*The Tribune* 7 days	*Herald and Examiner* 7 days	*The Post* 6 days	*The American* 6 days	*The Journal* 6 days
January	3146	3059	205	2649	22	40
February	3853	3839	697	2211	—	—
March	4987	4160	3340	3386	—	—
April	7227	8453	620	5867	—	412
May	5549	4362	1338	4392	51	102
June	5855	4312	867	2376	—	—
July	3346	2347	837	3294	—	29
August	4687	5850	978	2109	228	145
September	9211	6750	3935	4389	165	287
October	13625	8585	2488	5477	152	172
November	27116	13569	2062	13191	—	864
December	25774	17297	1438	18221	114	1533
	114,376	82,583	18,805	66,462	732	3584

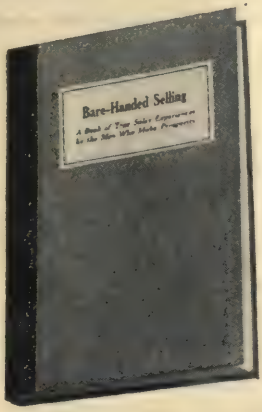
THE DAILY NEWS EXCESS OVER THE NEXT HIGHEST SCORE 31,793

THE BOOK PAGE

OF

THE CHICAGO DAILY NEWS

FIRST IN CHICAGO



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TWENTY-THREE years ago Elbert Hubbard wrote "A Message to Garcia." It was the story of a man who—without asking what or why; without alibis or excuses—went ahead and did the impossible. The book was translated into every modern language; millions of copies have been sold.

Now, out of the hardest selling year in this generation there comes another "message." It is a book not written by a famous author; it is written by the fifty-one salesmen who made the best sales—under the hardest conditions—in 1921. In their own words they tell just how they put thinking into selling and *made* the orders come through.

No salesman can read this book without having the results show in his own personal production. Salesmanagers will recognize that something has happened to the men who have digested its message. It is called

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A Book of True Sales Experiences, with a Personal Message to Salesmen from Charles M. Schwab

Fifty-one accomplishments of the seemingly impossible are described by the very men who did the job, in this new book for thinking salesmen. It is not a book on salesmanship—it is a book on selling; it is not an exposition of theory—it is a thrilling recital of *actual experience*—told by the men who faced the problem, and *won*. It is a book of

Tools, not rules

A living story, in one compact little volume, of the romance of selling by men who love their work. Booksellers, themselves, will find much in this book directly applicable to their selling problems. The demand for *Bare-Handed Selling* is already large; and it will increase as national advertising gets under way. Order your copies now.

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Frank A. Vanderlip

Author of "What Happened to Europe," former President of the National City Bank.

The crucial situation of the Europe of today presented by a banker of international reputation, a man who has the world-wide economic and financial situation at his finger tips.

Mr. Vanderlip gives the American public the knowledge it has been waiting for; he translates Wall Street's knowledge of international affairs, the complex story of economic chaos, into terms of human life and suffering. It is as dramatic as a novel. On sale everywhere, $1.75.

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A Sequel to "The Economic Consequences of Peace"

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The international events of the last two years with definite suggestions for the settlement of the economic chaos of to-day. Mr. Keynes' first book was translated into nine languages and influenced world opinion and policies. On sale everywhere, $2.00.

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Elias Tobenkin

The story of a woman who dared to throw herself into life and bear its responsibilities and sufferings and of a man who tried to escape them.

It is a picture of a life developed through a plunge into the center of the seething industrial and financial questions of the last decade, of a lost, unhappy girl who becomes a splendid, successful woman. $2.00.

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

January 28, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Year's Significance

THE year of 1921 has been a year of book-trade emphasis on distribution and one of proper caution in the expansion of the number of titles. England, as usual, leads the United States in totals and this year has nearly 10,000 bound volumes compared to a little over 6,400 new books and new editions in this country.

It is always regretted in any summary of bookselling conditions that there are no facts by which to record the total number of books made rather than the total number of titles issued. In many other industries, there are complete records of output, so that the general progress and development can be clearly charted. In bookselling, however, there is no agency for gathering such figures and no present means of getting them together. If yearly figures could be had from the principal edition book binders of the country, which are largely located in the big cities, there could probably be a clearer understanding of the total output than thru any other means. With but slightly fewer titles than a year ago, the total sales have undoubtedly increased, judging by the reports from publishers, and if complete statistics could be had from the retailers, an even better showing would probably be made, as for the first months of the year retailers were busy cutting down their stock by turning every possible item into sales. Jobbers and mail order houses had the same need of curtailing stock investment.

The Year Round Bookselling Campaign has been the most significant development of the year, as it has crystalized the book-trade sentiment of placing more emphasis on the perfecting of the distributing machinery and on the need of reaching the public with propaganda of book ownership. Those who study such statistics as from time to time appear about distribution in various other fields are repeatedly struck with the potential possibilities of the book market if full headway could be reached. Figures printed elsewhere in this number point to the fact that the phonograph manufacturers expect to sell as many records in 1922 as all the book publishers combined, including the schoolbook manufacturers, will sell books, or will sell as many records as all the books circulated in our public libraries. But in spite of the shock of such figures, gain has been made, and, in a year when many businesses have been suffering curtailment, books have noticeably gone ahead.

Another significant aspect of the year has been the increased co-operation between various groups interested in the distribution of books. The work of the American Library Association has broadened in its scope to include a much more varied stimulation of reading and library extension. The National Education Association has been discussing the wider place of general reading in the curriculum and the importance of libraries in every school building, however small. The government has continued its appropriation for books in the Navy, and the Army appropriatoin, tho curtailed, is still going on.

It has been a record year of new bookstores, and all jobbers report many new accounts. The material published by the National Association of Book Publishers on bookstore promotion and management has been very widely called for and is bringing in a steady increase of inquiries. These are significant indications of the healthiness of the book-trade.

The year's analysis of the cost of bookmaking as printed in the PUBLISHERS' WEEKLY of January 17th has shown that the manufacturing costs have not receded enough to give promise of lower prices for the year except in the competitive lines where reductions in paper and in binding have made changes possible.

In the years after the Civil War, when similar and even greater increases in books were necessary, the reductions that finally came were the result of the perfecting of new methods of manufacture, from new paper machinery and perfected printing presses rather than in decreases in the elements that had previously gone into manufacturing costs. It seems likely that a similar situation will obtain in the coming years. If the book

Pancoast's Surgery, 4to	10.00	4,000
Rayer, Ricord, and Moreau's Surgical Works (translation)	15.00	5,500
Webster's Works, 6 vols.	2.00	46,800
Kent's Commentaries, 4 vols.	3.38	84,000

"Next to Chancellor Kent's work comes Greenleaf on Evidence, 3 vols., $16.50; the sale of which has been exceedingly great, but what has been its extent, I cannot say.

"Of Blatchford's General Statutes of New York, a local work, price $4.50, the sale has been 3,000; equal to almost 30,000 of a similar work for the United Kingdom.

"How great is the sale of Judge Story's books can be judged only from the fact that the copyright now yields, and for years past has yielded, more than $8,000 per annum. Of the sale of Mr. Prescott's works little is certainly known, but it cannot, I understand, have been less than 160,000 volumes. That of Mr. Bancroft's History has already risen, certainly, to 30,000 copies, and I am told it is considerably more; and yet even that is a sale, for such a work, entirely unprecedented.

"Of the works of Hawthorne, Longfellow, Bryant, Willis, Curtis, Sedgwick, and numerous others, the sale is exceedingly great; but, as not even an approximation to the true amount can be offered, I must leave it to you to judge of it by comparison with those of less popular authors above enumerated. In several of these cases, beautifully illustrated editions have been published, of which large numbers have been sold. Of Mr. Longfellow's volume there have been no less than ten editions. These various facts will probably suffice to satisfy you that this country presents a market for books of almost every description unparalleled in the world."

For a population that had but recently passed the Mississippi, this showing now appears remarkable.

The Year Gone By

ALL things considered the book business in 1921 appears to have fared better than almost any other line of merchandising, according to the statisticians and the students of the business barometer as analysed in the monthly surveys. It maintained its old time reputation of being the last to feel the pinch of hard times and the first to recover when the tide has a favorable turn.

A glance at the records of the year shows but few business failures in the book-trade and those wholly of minor importance. Two of the specialty publishing houses were compelled to ask for extensions of credit but both were quietly financed with satisfactory results and without needless publicity.

One of the two outstanding features of the development of trade during the year was the splendid fundamental work of the National Association of Book Publishers. Its campaign for Year-Round Bookselling brought very encouraging results. Its work was planned with such thoroness and wisdom that everyone down to the most skeptical approved its methods and was benefited by the outcome. The other striking feature due largely to the Association's campaign was the unusually large number of ventures in bookselling. More shops were opened during the year than were reported in any two years in the history of the American book trade and reports show that most of them are well satisfied with the first results and encouraged with the prospects. These shops generally followed the present commendable trend of selecting distinctive names.

Among the new shops recorded during the year were Aries Book Shop, Buffalo; Artemesia Bookshop, San Diego; Land of Story Books, New York; Story Book Shop, New York; Frank Coombs, Bay Shore, N. Y.; Dixie Terminal Bookshop, Cincinnati; Neighborhood Bookshop, New York; Miss Kitty's Bookshop, New York; Alexander Hamilton Bookshop, Paterson, N. J.; F. M. Behymer, St. Louis; M. E. Blatt Department Store, Atlantic City; Blue Book Room, Seattle; Book and Art Shop, South Haven, Mich., Brick Row Book Shop, Princeton; Lloyd E. Buchman, Allentown, Pa.; Campion Bookshop, Toledo; Louis H. Coulomb, Philadelphia; Douglas Bookshop, Detroit; Elizabeth Book Company, Elizabeth, N. J.; H. V. Jackson, San Jose, Calif.; Locust Street Bookshop, Philadelphia; London Bookshop, New York; Hector McQuarrie, New York; Paul Morphy Bookshop, New Orleans; City Book Shop, Atlantic City; Ritz-Carlton Bookshop, Atlantic City; Silberman-Sayers Book and Art Shop, Chicago; Studio Bookshop, Chicago; Studio Book Shop, Miami, Fla.; and Miss White's Book Shop, Mt. Vernon, N. Y.

In the more exciting field of selling—that of selling by caravan—the house of Appleton tried it out with an automobile during the summer on Long Island with its many vacation colonies, and met with very considerable success under the management of E. J. Clode, Jr. The caravan of the Boys & Girls Bookshop of Boston again made a summer tour of New England.

Another noteworthy development in the bookfield during the year was the increased publicity given by a number of daily papers in the large cities to book reviews and literary news and gossip, to keep in closer touch with the greater interest of the public in books and reading.

The death list of 1921 included among authors of note Frederick Upham Adams, Austin Dobson, H. M. Hyndman, Dr. Morris Jastrow, Jr., Mrs. Molesworth, Edgar Saltus, Harriet Prescott Spofford, Florence Barclay, John Burroughs, E. W. Hornung, J. G. Huneker and F. C. Phillips.

Among publishers who passed from the scene were George Mifflin, M. D. Berlitz, and

American Book Production, 1921

THE American book production statistics for 1921 based on the number of books recorded by the PUBLISHERS' WEEKLY during that year show a decrease of but 93 in comparison with the figures for 1920, in fact the smallest loss since 1917 (1920, 172; 1919, 643; 1918, 823; 1917, 385). There were in fact 137 more *new* books published in 1921 than in 1920, but new editions decreased by 78 and 352 fewer pamphlets were recorded.

Books by American authors again lost as well as books by foreign authors manufactured in America, but importations have increased by 356. Thirteen classes show gains of which the most marked are: Science, 161; Geography and Travel, 106; Juveniles, 77, and Fine Arts, 65. With the exception of Fiction which in 1919 was among the gaining classes (250), the increases are, for the most part, along the same lines as last year.

In addition to Fiction which shows a drop of 182, the other heaviest losses are Sociology and History, each showing a decrease of 137, and Agriculture, 121.

	For 1921							For 1920*						
	New Publications			By Origin				New Publications			By Origin			
					English and Other Foreign Authors							English and Other Foreign Authors		
INTERNATIONAL CLASSIFICATION	New Books	New Editions	Pamphlets	American Authors	American Manuf.	Imported	Total	New Books	New Editions	Pamphlets	American Authors	American Manuf.	Imported	Total
Philosophy	199	24	46	195	20	54	269	209	33	32	211	20	43	274
Religion	460	41	94	485	10	100	595	467	37	161	535	21	109	665
Sociology	355	34	233	502	21	99	622	353	43	363	679	25	55	759
Law	111	22	58	176	4	11	191	70	39	57	157	2	7	166
Education	111	14	91	188	1	27	216	101	10	123	203	11	20	234
Philology	165	33	43	136	33	72	241	141	54	49	121	72	51	244
Science	227	61	385	577	5	91	673	182	49	281	448	8	56	512
Technical Books	331	83	148	452	1	109	562	259	93	183	471	5	59	535
Medicine, Hygiene	169	86	44	238	2	59	299	132	75	83	258	2	30	290
Agriculture	64	19	86	147	0	22	169	49	18	223	279	0	11	290
Domestic Economy	38	4	21	56	3	4	63	22	6	21	46	0	3	49
Business	181	25	61	243	0	24	267	144	24	78	238	1	7	246
Fine Arts	153	8	34	138	3	54	195	94	6	30	88	3	39	130
Music	53	6	16	56	1	18	75	44	5	23	64	2	6	72
Games, Amusement	59	4	24	69	0	18	87	50	10	52	98	2	12	112
General Literature	296	34	79	279	30	100	409	248	53	50	263	30	58	351
Poetry and Drama	263	49	100	391	48	73	512	409	44	105	437	63	58	558
Fiction	683	277	12	765	169	38	972	778	345	31	861	232	61	1154
Juvenile Books	482	65	29	476	39	61	576	410	67	22	422	31	46	499
History	376	48	148	422	19	131	572	503	36	172	542	36	133	711
Geography, Travel	216	45	67	233	12	83	328	144	22	56	168	17	37	222
Biog'y, Genealogy	297	19	46	241	28	93	362	271	14	29	213	32	69	314
Gen. Works, Misc.	49	7	18	61	2	11	74	21	3	11	29	0	6	35
Total	5438	1008	1883	6526	451	1352	8329	5101	1086	2235	6831	615	976	8422

*These figures include pamphlets of which 2853 were recorded in 1919.

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Business	181	25	61	243	0	24	267	144	24	78	238	1	7	246
Fine Arts	153	8	34	138	3	54	195	94	6	30	88	3	39	130
Music	53	6	16	56	1	18	75	44	5	23	64	2	6	72
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*These figures include pamphlets of which 2853 were recorded in 1919.

Classified Analysis of Books Published During 1921 in Great Britain

THE Publishers' Circular and Booksellers' Record records a total of 11,026 books as having been published in the United Kingdom during 1921. This is an increase of 22 over the total for 1920.

An examination of the table showing the number of books published each month shows that the spring and autumn publishing seasons were not so marked as formerly except for a drop during the holiday season, and a slight rise in the autumn, the figures show a fairly constant level maintained thruout the year. This is interesting in view of the efforts that have been made to keep book-buying active in every month of the year, by means of such ideas as the "Buy a book a week" campaign.

Classes of Literature.	New Books			New Editions	Totals for 1921	Totals for 1920
	New Books	Translations	Pamphlets			
Philosophy	205	18	10	41	274	276
Religion	563	36	69	107	775	679
Sociology	536	15	220	52	823	870
Law	131	3	59	81	274	363
Education	173	1	66	21	261	253
Military and Naval	229	2	55	21	307	269
Philology	127	1	6	14	148	205
Science	447	12	63	78	600	597
Technology	450	7	171	115	743	720
Medicine, Public Health, etc.	269	7	56	104	436	446
Agriculture, Gardening	127	1	58	25	211	218
Domestic Arts	47	—	2	10	59	73
Business	125	—	30	27	182	138
Fine Arts	219	2	17	29	267	184
Music (Works about)	53	7	5	8	73	65
Games, Sports, etc.	112	1	10	25	148	161
Literature	292	16	19	76	403	366
Poetry and Drama	385	25	81	126	617	563
Fiction	967	51	4	904	1,926	2,104
Juvenile	483	7	50	217	757	770
History	388	16	36	38	478	525
Description and Travel	392	11	64	71	538	436
Geography	106	—	7	23	136	168
Biography	303	26	15	53	397	374
General Works	190	—	—	3	193	181
Totals	**7,319**	**265**	**1,173**			
		8.757		**2,269**	**11,026**	11,004
Totals for 1920		*8,738*		*2,266*	*11,004*	

TABLE SHOWING BOOKS PUBLISHED EACH MONTH DURING 1921

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.	Totals 1921	Totals 1920
New	517	593	593	641	582	593	491	430	709	752	815	603	7,319	7,461
Translations	16	22	19	27	16	27	18	6	20	25	32	37	265	214
Pamphlets	111	65	88	104	102	136	105	91	91	85	95	100	1,173	1,063
Total New Books	644	680	700	772	700	756	614	527	820	862	942	740	8,757	8,738
New Editions	164	197	240	217	223	181	145	142	194	220	172	174	2,269	2,266
Totals	**808**	**877**	**940**	**989**	**923**	**937**	**759**	**669**	**1,014**	**1,082**	**1,114**	**914**	11,026	11,004
Total for 1920	*699*	*869*	*1,039*	*554*	*833*	*1,134*	*949*	*743*	*943*	*1,140*	*1,236*	*857*	*11,004*	

The following classes increased during the year: Religion (+96), Description and Travel (+102), Fine Arts (+83), Poetry and Drama (+54), Business (+44), Military and Naval (+38), Literature (+37) and Biography (+23). Decreases are to be noted in Fiction (—178), Law (—89), Philology (—57), Sociology and History (—47 each) and Geography (—32).

The following totals for the last ten years are also of considerable interest:

Year.	New Books.	New editions.	Total
1912	9,197	2,870	12,067
1913	9,541	2,838	12,379
1914	8,863	2,674	11,537
1915	8,499	2,166	10,665
1916	7,537	1,612	9,149
1917	6,606	1,525	8,131
1918	6,750	966	7,716
1919	7,327	1,295	8,622
1920	8,738	2,266	11,004
1921	8,757	2,269	11,026

It is interesting to compare the order in which the classified totals appear this year and in the last pre-war year, because these totals furnish a rough indication of the attention bestowed upon them by the reading public.

1914	1921
(1) Fiction	(1) Fiction
(2) Religion	(2) Sociology
(3) Science	(3) Religion
(4) Sociology	(4) Juvenile
(5) Technology	(5) Technology
(6) Poetry	(6) Poetry
(7) Juvenile	(7) Science
(8) Description	(8) Description
(9) Literature	(9) History
(10) History / Medicine	(10) Medicine
	(11) Literature
(11) Biography	(12) Biography
(12) Military and Naval	

International Statistics of Book and Periodical Production

Condensed from Data Compiled by Le Droit D'Auteur

THE annual statistical study of book production published in the December 15 issue of *Le Droit d'Auteur* is much more extended this year than usual, covering 20 countries and including new information from Latin-America, Belgium, Russia, Sweden and Czecho-Slovakia. In its much abbreviated introductory comment, the article points out that the characteristics of 1919's book production, a period of transition wherein because of the troublous times an enormous number of unpublished works was produced, were apparent in 1920: that a relatively large number of the works produced the year ebfore *were* aplished, since with the exception of Denmark, Spain, the United States and Switzerland every country showed an increase in 1920 over 1919; but that this prosperity was deceptive, for editions were smaller on account of exorbitant cost of production, that there were in general fewer scientific and serious works published, that the sale of expensive books had decreased and that the periodical press was still unstable.

The figures given by *Le Droit d'Auteur* are for the most part for 1920. Statistical tables for the year 1921 for the United States and Great Britain are printed elsewhere in this issue. Owing to the extent of the article, comment has been greatly abbreviated and the figures left to speak for themselves.

BELGIUM

The last statistics for this country were for 1912. The following table is from *Niewsblad voor den Boekhandel* for January 25, 1921, published at Amsterdam:

	1913	1920
Works published in French	293	156
Works published in Flemish	213	131
Works published in Walloon	52	9
Total	558	296
	1913	1920
Reviews published in French	29	25
Reviews published in Flemish	7	11
Reviews published in Walloon	11	9
Total	47	45

The Belgian Author's Association received a subsidy of 1000 fr. which the following year was increased to 3000 fr. For the distribution of prizes it received 30,000 fr. and in 1920 it was allowed 13,500 fr. for the purchase of books for reading rooms.

CZECHO-SLOVAKIA

Up to this time Czecho-Slovakian bibliographical information has been entirely lacking, but since 1920 the Zemedelske Knihkupectvi has published a monthly review, *Nasé Kniha* (Our Book) which gives information on book production. The following figures from it are for 1920:

BOOK PRODUCTION

Theology		108
Philosophy, Sociology		214
Law, Political Economy, Politics		256
History, Geography, Ethnology		310
War books		9[illegible]
Belles-lettres: poetry	157	1280
prose	811	
drama	312	
Linguistics		124
History of literature		211
Fine Arts, Music		64
Pedagogy		108
Juveniles, Picture books		203

Business	123
Domestic Economy, Agriculture, Forestry	135
Natural Science, Mathematics	94
Medicine	72
Hygiene, Sports	104
Miscellaneous	146
Total	3572

To these 577 musical works are to be added.

DENMARK

BOOK PRODUCTION

The following statistics supplied by Ove Tryde, bookseller and publisher of Copenhagen, are compiled by the Royal Danish Library and based on the legal registry; these figures are for the periods between April 1 and March 31:

	1918-19	1919-20	1920-21
Theology	361	354	313
Law	46	45	28
Medicine	121	108	92
Philosophy	84	98	87
Pedagogy	163	167	246
Politics	62	71	56
Fine Arts	116	107	101
Natural Science	275	273	282
Technology	247	237	186
Architecture, Military Engineering	47	—	46
History and Foreign Geography	277	177	128
History and Domestic Geography	934	991	838
Memoirs	204	187	152
Linguistics, Philology	144	150	124
History of Literature	73	68	57
Belles-lettres	1125	1438	1008
Sports	26	15	13
Total	4305	4486	3757

The figures for the past decade are:

1911-12	3633	1916-17	3948
1912-13	3532	1917-18	3687
1913-14	3635	1918-19	4305
1914-15	3735	1919-20	4486
1915-16	3931	1920-21	3757

The year 1920 falls to the level of 1914-15 and shows a loss of 729 works over 1919.

Translations which had gained for several years (1916, 172; 1917, 199; 1918, 358; 1919, 450; 1920, 151), lost ground. The greatest number were from English (1918, 358, 1919, 450; 1920, 151). Those from German followed (47, 53, 36), then from French (45, 44, 31) and from Swedish (35, 31, 13).

FRANCE

BOOK PRODUCTION

The following statistics of the French book production from the *Bibliographie de la France* covering the last decade are based on legal deposits:

Year	Publications	Music	Engravings
1911	11,652	4,848	504
1912	11,560	5,499	447
1913	11,460	6,556	384
1914	8,968	4,813	370
1915	4,274	1,371	553
1916	5,062	1,601	388
1917	5,054	1,532	267
1918	4,484	1,235	146
1919	5,361	1,661	142
1920	6,315	2,412	202

The increase over 1919 is thus 954 for books, 751 for music and 60 for engravings.

The detailed statistical table from the *Bibliographie de la France* for 1920 shows an increase of 771 titles over 1919. Totals for the past decade from the same source are seen in the table below. [Serials or books published in parts, almanacs, and separate volumes of the same work are not counted separately.]

Year	Publications	Year	Publications
1911	10,396	1916	4,786
1912	9,645	1917	4,802
1913	10,758	1918	4,284
1914	8,511	1919	5,171
1915	3,897	1920	5,942

In classes the production was as follows:

	1919	1920
Sociology and economics	1,233	1,271
Education	535	709
Religion	410	422
Historical sciences	988	1,155
Geography and travel	56	93
Science	154	199
Medicine	321	392
Fine Arts	94	142
Literature	1,154	1,401
Books in foreign languages	226	158
Total	5,171	5,942

War books included under General History numbered 256 (1918, 207; 1919, 137). There were increases in all classes. Among the books printed in foreign languages which lost by 68, the most numerous were those in Spanish which increased from 28 to 36. Books in English lost about two-thirds (90 in 1919; 31, 1920); next were books in Portuguese (26); in French dialects (20), and in Annamese (8).

GERMANY

BOOK PRODUCTION

Book production which began to increase in 1919 after several years of depression again increased in 1920 reaching the figures 32,345, which approach the prosperity of the years before the war. The figures for the past decade are:

1911:	32,998	1916:	22,020
1912:	34,801	1917:	14,910
1913:	35,078	1918:	14,743
1914:	29,308	1919:	26,194
1915:	23,558	1920:	32,345

The statistics in the following classified table are taken as in the past from the semi-annual lists of the *Börsenblatt* of the German booksellers. Only three classes show losses: Military Science (—91), General bibliography (—8), and Miscellaneous (—6). The greatest increase is in Belles-lettres (+1586).

	1919	1920
General bibliography, Library economy, University questions, Encyclopedias, Writings of learned societies	580	572
Theology	1,847	2,302
Science of law and politics, Statistics	4,321	4,411
Medicine, Veterinary science	1,072	1,489
Natural science, Mathematics	1,138	1,345
Philosophy, Theosophy, Occult, Freemasonry, Spiritualism	654	950
Education	2,614	3,149
Philology	1,054	1,726
History, Biography	966	1,303
Geography, Maps	781	913
Military Science	311	220
Commerce, Communication, Manufactures	1,499	2,075

Architecture, Engineering, Mining	731	981
Domestic economy, agriculture, forestry	787	989
Belles-lettres	5,051	6,647
Juveniles	1,016	1,451
Fine arts, Music, Theater	833	851
Student societies, Sports	161	199
Directories, Annuals, Almanacs	—	—
Miscellaneous	778	772
Total	26,194	32,345

The 32,345 publications include 10,078 new books (1918, 10, 417; 1919, 15,876); 8715 new editions (1918, 4326; 1919, 6432) plus 4552 reviews (1919, 3886).

According to an article by M. Siegismund in *Papier Zeitung* the new books are almost all published in small editions. This would explain somewhat why publishers complained of depression in business while the number of new books which reached in 1920 the enormous figure of 19,078, was as great as pre-war totals. The actual prices were regulated by the cost of manufacture which increased exorbitantly. Paper sold at from 15 to 20 times more than before the war. Printing costs increased ten fold and binding more. The result was that even a large edition could not bring about a reduction in price sufficient to encourage sale among those to whom the work was not indispensable The increased manufacturing cost was especially fatal for the scientific bookseller so that universities and students whose means are slender, found it difficult to get new books. In Austria the libraries were obliged to ask outside libraries to lend them books

BIBLIOGRAPHY OF DISSERTATIONS

The current bibliography of dissertations and academic writings is taken as usual from the monthly *Bibliographischer Monatsbericht*, published by the firm of Gustave Fock at Leipzig:

	1919-20	1920-21
Classical philology and archeology	62	41
Modern philology, Modern languages and literature	128	111
Oriental languages, Comparative linguistics	29	8
Theology	23	32
Philosophy, Psychology	71	34
Pedagogy	22	36
History and auxiliary sciences	104	72
Geography, Travel, Anthropology, Ethnography	16	19
Law, Economics	915	570
Medicine	1749	1246
Natural sciences: Zoology, Botany, Geology, Mineralogy	107	89
Exact sciences:: Mathematics, Physics, Astronomy, Meteorology	180	109
Chemistry	199	173
Technical and Commercial sciences	89	106
Agriculture, Forestry, Animal husbandry	15	19
Decorative Arts	42	9
Music	7	6
Miscellaneous, Library economy	8	8
	3766	2688

There was a loss of 1078, the most notable being in Medicine (—503) and Law and Economics (—345)

THE NATIONAL LIBRARY

In response to the appeal of the director of the National German Library 488 more booksellers and publishers agreed in 1920 to send their books gratuitously and unconditionally to the Library so that the number reached 3775. [*Le Droit d'Auteur* comments at some length on the prosperity of 1920 in the National Public Library]

GERMAN BOOK-TRADE CONDITIONS

The German Annual Journal of Commerce lists for 1920, 13,049 firms against 12,475 in 1919, an increase of 895. Among these, 4287 (1919: 3262) were publishing firms and 8762 (7426) were general dealers. There were 895 new firms included (1919: 723) and 386 (1919: 184) were removed from the list. 9901 were located in Germany, 494 in Austria, 375 in Switzerland, 2005 in other countries of Europe, 208 in America, 24 in Africa, 34 in Asia, and 8 in Australia.

HOLLAND

As in former years *Le Droit d'Auteur* has counted the publications listed in the first part of the annual catalog of A. W. Sijthoff at Leyden, *Brinkman's Alphabetische van Boeken, Landkaarten, etc.*, the bibliographical authority of Holland.

	1919	1920
General works (reviews, collections, dictionaries)	66	64
Protestant theology, History, Ecclesiastical law	113	113
Books on Protestantism, Religious teaching, Philanthropy	198	176
Roman Catholic theology, Ecclesiastical law	105	168
Law, Legislation	231	173
Political Science, Statistics	255	239
Commerce, Navigation, Industry, Trades, Domestic economy	259	277
History, Archeology, Heraldry, Biography	80	168
Geography, Ethnography	105	97
Medicine, Hygiene, Veterinary science	113	120
Natural science, Chemistry	124	119
Agriculture, Stockbreeding, Horticulture	63	68
Mathematics, Cosmography, Astronomy, Meteorology	96	71
Architecture, Hydraulics, Mechanics	113	131
Military science	27	35
Fine arts	141	180
Philosophy, Free masonry	68	70
Education	136	133
Manuals for elementary education	183	191
Linguistics, Literature, Bibliography	33	30
Oriental and Ancient languages and literature	33	37
Modern languages and literature	264	255
Poetry	38	63
Fiction, novelettes, reviews and annuals	376	374
Drama, Stage	124	80
Juveniles	103	357
Popular books, Sports, Miscellaneous	80	296
Books on the World War	19	0
Total	3746	3974

The increase for the year is 228. The totals for the past ten years fololow:

Year	Publications	Year	Publications
1911	3673	1916	3762
1912	3799	1917	3981
1913	3831	1918	3681
1914	3453	1919	3746
1915	3701	1920	3974

The *Nieuwsblad voor den Boekhandel* also gives statistics which arrive at a total of 4065 for the year 1920, 81 more than the figures

above. These figures include 1924 new books, 1021 new editions, 771 newspapers and 349 translations. The striking feature is the decrease in the number of new books from 2501 (1916). The *Niewsblad* attributes this to the increased cost of manufacture, as illustrated in the following table which is based on the number of books after those which are made up chiefly of illustrations have been eliminated:

Year	Books Total	Price	Number of pages	Average price of book	Average price of page	Average number of pages
1913	3083	3806,43	471,312	1,23	0,808	153
1914	2772	2951,35	386,960	1,06	0,763	137
1915	2891	3082,53	408,850	1,07	0,754	141
1916	3082	3298,71	416,914	1,07	0,791	135
1917	3101	3607,55	412,482	1,16	0,874	133
1918	3068	4208,19	427,498	1,37	0,984	139
1919	2959	4857,18	431,150	1,64	1,127	146
1920	3038	6316,53	460,999	2,08	1,37	152

According to the above the average price of a book of 153-152 pages increased from 1 florin 23 in 1913 to 2 florins 08 in 1920 or about 70 per cent which is also the increase in the cost of manufacture per page in the same time.

ITALY

Statistics of the Italian book production for 1919 and 1920 are from the *Bolletinodelle pubblicazioni italiane ricevute per diritto di stampa* thru the courtesy of M. R. Ceschina journalist at Milan. The first table is for the past decade:

Year	New Books	New Editions	New Periodicals	Musical Publications
1911	10,929	614	327	779
1912	11,294	652	587	797
1913	11,100	579	742	1,066
1914	11,523	798	764	1,047
1915	11,431	689	536	904
1916	8,641	532	266	606
1917	8,349	508	369	482
1918	5,401	471	291	501
1919	6,066	331	570	437
1920	6,230	607	853	511

By subject the statistics are as follows:

	1919	1920
Bibliography, Encyclopedias	32	36
Academic transactions	40	36
Philosophy	143	174
Religion	184	231
Education	270	252
Students' manuals	337	542
History	396	383
Biography	343	334
Geography, Travel, Maps	77	88
Philology	231	296
Poetry	255	237
Fiction	235	414
Drama, Stage	87	119
Miscellaneous	95	136
Law, Jurisprudence	310	226
Social Sciences	830	636
Physical Sciences	262	184
Medicine, Pharmacy	406	277
Technology	157	144
Military and Naval Science	105	71
Fine Arts	168	149
Agriculture, Industrial and Commercial Arts	427	380
New political journals	239	374
Music	437	511
Total	6,066	6,230

The number of translations of foreign works into Italian was in 1918, 132; 1919, 118, 1920, 271. From the French there were 43 in 1918, 53 in 1919, and 141 in 1920; from English 31, 34, 44; from German, 22, 13, 57; from Latin 21, 10, 13; from Greek, 15, 8, 16. Translations were in the following classes: Fiction 21, 31, 94; Philology 21, 14, 35; Philosophy 12, 13, 34; Students Manuals 9, 19, 19 and music 9, 6, 3.

LUXEMBURG

The book production statistics for Luxemburg given below are furnished by Tony Kellen, of Hohenheim near Stuttgart and based upon figures from the monthly review, *Oms Hemecht* (*Our Country*) published at Luxemburg.

	1919	1920
Trade books and pamphlets	55	30
Reprints from papers and magazines	22	15
Government and society publications	48	36
Books by Luxemburg authors and books about Luxemburg issued in foreign countries	10	7
Privately printed books	2	2

The book production in the Grand Duchy continues to decline with the increased cost of manufacture. Six reviews in the German language were established and 4 in French. They are for the most part small society organs.

NORWAY

Book production statistics for Norway have been unavailable since 1916. They are furnished now by M. Hjalmar Tettuzen, head librarian of the University of Christiana:

	1917	1918	1919	1920
History of literature, Bibliography, book-trade	7	12	6	18
General and miscellaneous works	40	30	21	2
Philosophy, Theosophy	6	7	12	17
Theology	88	65	50	66
Mathematics	44	23	19	49
Natural Sciences	32	33	15	33
Medicine	17	15	12	27
Philology	63	55	47	80
History, Politics	64	143	102	126
Geography, Travel, Topography, Maps	32	21	20	11
Statistics	38	34	18	—
Law	31	42	13	31
Social Sciences	26	28	15	—
Technology, Fishing, Business, Architecture	77	110	44	114
Military Science	7	8	0	5
Pedagogy, Students' manuals	9	9	6	14
Gymnastics, Sports	16	17	12	13
Belles-lettres, Graphic Arts	280	373	293	278
Juveniles	47	49	52	65
Total	924	1074	757	949

PORTUGAL

BOOK PRODUCTION

E. Navarro Salvador, statistician of Madrid, furnishes the official statistics for Portugal based on the works deposited at the National library. The figures for 1915 to 1920 are as follows:

Years	Works	Years	Works
1915	941	1918	972
1916	987	1919	1321
1917	597	1920	1710

The classified list for 1919 and 1920 below shows a lower total for 1919 than that given above:

	1919	1920
Books	425	612
Pamphlets	607	1012
Musical Works	3	5
Prints	5	2
Drawings	—	—
Maps	4	79
Total	1044	1710

RUSSIA

The book-trade in Russia has been so disturbed that for two years it has been difficult to procure Russian books. In Soviet Russia the deposits of former publishing houses have long since been exhausted. Publications are very few and book exportation reduced to zero. Russian emigrants have formed centers in almost every quarter of the globe and have founded newspapers the greater part of which have ceased to appear. As the emigrants can not do without books, publishing houses established in these centers have assumed the task of furnishing classic Russian works, belles-lettres as well as the practical books, text-books, and juveniles needed. These publishing houses are situated at Prague, Stockholm, Sofia, Paris and Constantinople. The principal center of Russian book production, however, is at Berlin where there is a large number of Russian publishers and booksellers. The statistics for 1920-21 which follow are from *Russkaja Kniga,* a monthly review published at Berlin by the house of Heinrich Sachs:

Belles-lettres for children	396
History of literature, Literary criticism	59
Philosophy, Religion, Politics, Political economy, History	123
Exact sciences, Medicine	61
Technology, Agriculture	13
Pedagogy, Academic books	61
Miscellaneous	29
Total	742

The review also gives the first attempt at estimating the book production of Bolshevik Russia and arrives at the naturally incomplete figure of 369 titles. Whatever the turn of events in Russia, it is certain that for a long time hence lovers of Russian literature will be obliged to seek it outside of Russia.

SPAIN

BOOK PRODUCTION

E. Navarro Salvador, publicist at Madrid, supplies the data for the following statistical tables. The figures in the first two columns are from the *Bibliografia Espanola,* the official organ of the Spanish book-trade, and represent actual trade books exclusive of pamphlets, reports, dissertations, official and gratuitous publications; those in the next columns are obtained from deposits in the National Library required of printers for every work turned out from their establishments:

Trade Books.			Publications deposited by Printers.			
Year	Books	Music	Books	Pamphlets	Prints	Maps
			3438	3557	60	32
1911	2876	185	3232	4051	41	19
1912	2618	125	4810	4007	36	9
1913	2237	226	3652	3025	54	14
1914	1591	114	3995	4019	45	17
1915	1585	—	4832	4131	50	29
1916	1385	61	4176	5312	54	43
1917	1446	167	4820	6019	26	41
1918	1219	82	3620	4021	25	11
1919	1305	99	3753	4024	10	12
1920	1478	99	2591	3650	17	30

Statistics of trade books by classes for 1918 and 1920 (Figures for 1919 being unavailable) are as follows:

	1918	1920
Annuals, Almanacs, Agenda	32	26
Arts and crafts, Fine Arts	66	82
Belles-lettres	543	732
Sciences	254	330
Law	143	88
Encyclopedias	8	8
History	123	140
Music	82	99
Religion	50	72
Total	1301	1577

The following table compares the copyright registrations of 1919 and 1920:

	1919	1920
Books	2120	2080
Pamphlets	610	950
Music	175	200
Prints	30	25
Drawings	17	14
Maps	12	36
Total	2964	3305

SWEDEN

BOOK PRODUCTION

The figures below for the year 1919 are furnished by the Swedish Publishers' Association (*Svenska Bokförlaggare-Föreningen*) of Stockholm:

Bibliography	595
Encyclopedias, Polygraphy	383
Theology	1,663
Philosophy	74
Pedagogy	2,198
Linguistics, Philology	160
History of Literature	88
Belle-lettres	1,740
Fine Arts	1,486
History, Geography	969
Memoirs	373
Statistics	124
Law	12,815
Politics	266
Technology	2,780
Communication	692
Economics	3,435
Games	662
Military Science	493
Natural Science	301
Medicine	901
Learned Societies	61
Associations	209
Dissertations	45
Total	32,613

This enormous total which surpasses all countries in the world with the exception of Japan is explained by the fact that not only books but also pamphlets and leaflets are included. Under these conditions a comparison with the production of other countries is valueless especially when it is recalled that the literary production of Sweden in 1904, the last year for which information was available, was only 1474.

SWITZERLAND

The statistics of book production for Switzerland are again obtained from the report presented by the Swiss National Library.

BOOKS PUBLISHED IN SWITZERLAND

	1919	1920
Encyclopedias, General Bibliography.	2	2
Philosophy, Ethics	23	28
Theology, Ecclesiastical Affairs	76	82
Law, Social Science, Politics, Statistics	340	149
Military Science	7	9
Education, Instruction	83	97
Juveniles	79	66
Philology, History of Literature	51	25
Natural Sciences, Mathematics	48	52
Medicine, Hygiene	57	50
Engineering, Technology	39	28
Agriculture, Domestic Economy	41	38
Commerce, Industry, Transportation	57	103
Fine Arts, Architecture	105	79
Belles-lettres	276	260
History, Biography	175	173
Geography, Travel	50	77
Miscellaneous	117	115
Total	1,626	1,453

There is a total decrease of 173.

The languages in which these publications appeared are indicated below:

	1919	1920
German	1,105	982
French	440	370
Italian	17	29
Romansch	11	10
Other languages	18	18
In several languages	35	44
Total	1,626	1,453

Growth of Phonograph Sales

THE growth that has taken place in the field of phonographs and phonograph records has been interestingly charted in a report published recently by the National Retail Dry Goods Association, which estimates that 6,000,000 phonographs have been sold in the United States, and there are probable sales of 1,500,000 machines and 100,000,000 records for 1922.

This would make the output of musical records almost on a par with common estimates that are made as to the total output of books, including textbooks and subscription sets.

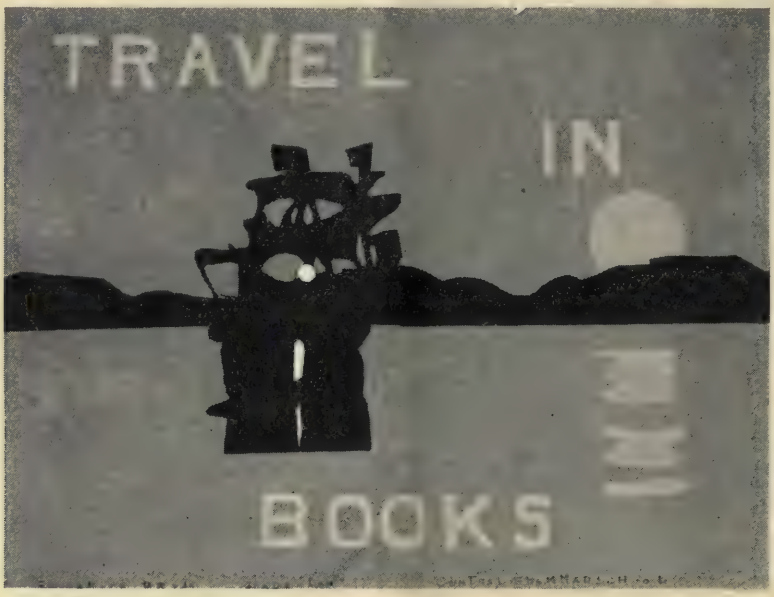
The report points out that two-thirds of the phonographs are sold on instalment payments, with perhaps 1 per cent of failures to complete payments. The stores that reported on their expense accounts show that there was an average cost of selling in these departments of 30.63%. The average margin of gross profit in these departments is 40 per cent. Of the stores from whom specific data was collected, most phonograph departments were on the third or fourth floor.

Drop in Magazine Advertising

AS the largest users of book paper are the magazines, the decrease in their size owing to a falling off in advertising has been one of the important elements affecting the paper market.

According to the tables compiled by *Printer's Ink* the total January advertising in 61 leading magazines and weeklies was:

1919	1,092,975 lines
1920	1,806,652 lines
1921	1,541,589 lines
1922	1,111,600 lines



UNDER THE DIRECTION OF M. LOUISE MOFFETT, SUPERVISOR OF ART AT JACKSONVILLE, 800 CHILDREN MADE POSTERS FOR CHILDREN'S BOOK WEEK. THEY WERE EXHIBITED AT THE FLORIDA STATE FAIR AND AT THE JACKSONVILLE PUBLIC LIBRARY. THE CHILDREN WHO WERE FROM 7TH AND 8TH GRADES SHOWED REAL TASTE AND IMAGINATION.

Publishers' Output in 1921

A Year's Totals from "The Weekly Record" in "Publishers' Weekly"

Abingdon Press and Methodist Bk. Concern	76
Allyn & Bacon	16
Altemus & Co., Henry	21
American Book Co	33
Appleton & Co., D	90
Association Press	19
Atlantic Monthly Press	21
Badger, Richard G	50
Banta Pub. Co	11
Barse & Hopkins	21
Benziger & Co., Blase	3
Benziger Bros.	47
Blakiston's Sons & Co., P	47
Bobbs-Merrill Co.	48
Boni & Liveright	40
Brentano's	40
Burt Co., A. L	86
Casper Co., C. N	23
Century Co.	77
Christopher Pub. House	8
Clode, E. J	10
Cornhill Publishing Co.	19
Cosmopolitan Book Corp	7
Cupples & Leon Co.	20
Denison Co., T. S	10
Dodd, Mead & Co	90
Doran Co., George H	176
Doubleday, Page & Co	93
Duffield & Co.	18
Dutton Co., E. P.	310
Four Seas Co.	22
Funk & Wagnalls Co	21
Ginn & Co.	50
Grosset & Dunlap	164
Harcourt, Brace & Co.	80
Harper & Bros.	87
Harvard University Press	36
Heath & Co., D. C.	11
Henley Pub. Co., Norman W.	6
Hoeber, P. B.	7
Holt & Co., Henry	57
Houghton Mifflin Co.	127
Huebsch, B. W.	24
Jacobs & Co., G. W.	22
Johns Hopkins Press	16
Jones Co., Marshall	9
Kenedy & Sons, P. J.	23
Kennerley, Mitchell	4
Knopf, Alfred A., Inc.	63
Laird & Lee	4
Lane Co., John	57
Lemcke & Buechner	13
Lippincott Co., J. B.	126
Little, Brown & Co.	49
Longmans, Green & Co.	180
Lothrop, Lee & Shepard Co.	17
McBride, Robert, M. & Co., Inc.	19
Macaulay Co.	11
McClurg & Co., A. C.	13
McGraw-Hill Book Co.	77
McKay Co., David	20
Macmillan Co., The	469
Moffat, Yard and Co.	23
Nelson & Sons, Thomas	18
Open Court Pub. Co.	4
Oxford University Press	471
Page & Co.	10
Penn Pub. Co.	31
Pilgrim Press	8
Pitman, Isaac & Sons	80
Princeton University Press	9
Putnam's Sons, G. P.	125
Rand, McNally & Co.	26
Reillly & Lee Co.	14
Revell Co., Fleming H.	72
Saunders Co., W. B.	29
Scott, Foresman & Co.	12
Scribner's Sons, Charles	125
Shaw Co., A. W.	5
Shay, Frank	10
Silver, Burdette & Co.	9
Small, Maynard & Co.	45
Spon & Chamberlain	15
Standard Pub. Co.	6
Stechert Co., G. E	31
Stewart Kidd Co.	13
Stokes Co., F. A.	92
Sully & Co., George	18
University of Chicago Press	36
Van Nostrand Co., D.	65
Volland Co., P. F.	4
Watt & Co., W. J.	6
Wilde & Co., W. A.	8
Wilson Co., H. W.	25
Winston Co., John C	4
Woman's Press	13
World Book Co.	32
Yale University Press	40

The A. L. A. Selection of the Books of 1921

THE following is the American Library Association's selection of the most important books for 1921—from the standpoint of desirability for the small library. It consists of titles especially recommended for small libraries in the columns of the monthly *Booklist* of the A. L. A.:

Non-Fiction

Abbot, L. What Christianity means to me. (*Macmillan*) $1.75

Abel, Mrs. M. W. Successful family life on the modern income. (*Lippincott*) $2

Adams, J. T. The founding of New England. (*Atlantic Monthly*) $4

Allen, F. J. A guide to the study of occupations. (*Harvard Univ.*) $2.50

American Social Hygiene Association, N. Y. What to read on social hygiene. (*Author*) Single copies free.

Anderson, W. A. South of Suez. (*McBride*) $3
Andrews, R. C. Across Mongolian Plains. (*Appleton*) $5
Athearn, W. S. The Malden survey. (*Doran*) $2.50
Bailey, A. E., and Kent, C. F. History of the Hebrew commonwealth. (*Scribner*) $2
Baldwin, S. E. The young man and the law. (*Macmillan*) $1.50
Barrie, Sir J. M. A kiss for Cinderella. (*Scribner*) $1.50
Bass, J. F. The peace tangle. (*Macmillan*) $4.50
Beard, F. Pictures in religious education. (*Doran*) $1.75
Beebe, C. W. Edge of the jungle. (*Holt*) $2.50
Bishop, L. F. Heart troubles. (*Funk*) $3
Bispham, D. S., *comp.* The David Bispham song book. (*Winston*) $2.50
Blakemore, A. W. Make your will. (*Appleton*) $1.25
Bloomfield, D. Labor maintenance. (*Ronald Press*) $5
Booth, M. J. Index to material on picture study. (*Faxon*) $1
Bostwick, A. E., *ed.* The library and society. (*Wilson*) $2.25
Burnham, A. C. The community health problem. (*Macmillan*) $1.50
Cabot, Mrs. E. Seven ages of childhood. (*Houghton*) $2.75
Carr, A. M., and Bradley, F., *comps.* Reading lists on organization, administration and development of public health nursing. (*National Organization for Public Health Nursing*) 20c.
Carver, T. N. Elementary economics. (*Ginn*) $1.75
Case, F. H. Handbook of church advertising. (*Abingdon*) $1.25
Chambers, Mrs. M. D. Breakfasts, luncheons and dinners. (*Boston Cooking School Magazine Co.*) $1.25
Clark, T. A. Discipline and the derelict. (*Macmillan*) $1.50
Clark, T. A. When you write a letter. (*Sanborn*) $1.12
Cohen, H. L., *ed.* One-act plays by modern authors. (*Harcourt*) $2.25
Conklin, G. The ways of the circus. (*Harper*) $2.25
Conrad, J. Notes on life and letters. (*Doubleday*) $1.90
Crothers, S. M. Ralph Waldo Emerson. (*Bobbs-Merrill*) $2
Curle, J. H. This world of ours. (*Doran*) $2.50
Deming, N. H., and Bemis, K. I., *comps.* Pieces for every day the schools celebrate. (*Noble*) $2
Dickinson, T. H., *ed.* Chief contemporary dramatists. (*Houghton*) $4.50
Dykema, F. L., *comp.* Americanization dictionary. (*Author*) Single copy, 25c.; special prices for quantities.
Eckel, E. C. Coal, iron and war. (*Holt*) $3
Elson, H. W. Modern times and the living past. (*American Bk. Co.*) $2.40
Farnsworth, C. H. How to study music. (*Macmillan*) $2.10
Farrar, J. C. Songs for parents. (*Yale Univ.*) $1.25
Ferris, H. J. Producing amateur entertainments. (*Dutton*) $2.50
Filene, C., *ed.* Careers for women. (*Houghton*) $4
Ford, J. L. Forty-odd years in the literary shop. (*Dutton*) $5
Fosdick, H. E. The meaning of service. (*Association Press*) $1.25
Friday, D. Profits, wages and prices. (*Harcourt*) $2
Furlong, C. W. Let 'er buck. (*Putnam*) $2.25
Gilbert, C. G., and Pogue, J. E. America's power resources. (*Century*) $2.50
Goldberger, H. H. Second book in English for coming citizens. (*Scribner*) $1
Graham, B. The bookman's manual. (*Bowker*) $2.50
Hallays, A. The spell of the heart of France. (*Page*) $3
Hamilton, C. G. Music appreciation. (*Ditson*) $2.50
Hammond, J. H., and Jenks, J. W. Great American issues. (*Scribner*) $2
Haskins, C. H., and Lord, R. H. Some problems of the Peace conference. (*Harvard Univ.*) $3
Haworth, P L. Trailmakers of the Northwest. (*Harcourt*) $2.50
Hazeltine, A. I. Plays for children. 2d ed. rev. (*A L. A.*) $1.50
Houdini, H. Miracle mongers. (*Dutton*) $3
House, E. M., and Seymour, C., *eds.* What really happened at Paris. (*Scribner*) $4.50
Howe, H. E. The new stone age. (*Century*) $3
Hoyt, F. C. Quicksands of youth. (*Scribner*) $1.75
Huntington, E., and Cushing, S. W. Principles of human geography. (*Wiley*) $3.50
Irwin, Mrs. I. The story of the woman's party. (*Harcourt*) $3.50
Iyenaga, T., and Sato, K. Japan and the California problem. (*Putnam*) $2.50
James, W. The letters of William James. (*Atlantic Monthly*) $10
Kelly, R. W. Training industrial workers. (*Ronald Press*) $5
Kilduff, E. J. How to choose and get a better job. (*Harper*) $2
Knickerbocker, E. Van B., *ed.* Plays for classroom interpretation. (*Holt*) $1.20
Lamon, H. M., and Kinghorne, J. W. Practical poultry production. (*Webb Publishing Co.*) $2
Lansing, R. The peace negotiations. (*Houghton*) $3
Laut, A. C. The fur trade of America. (*Macmillan*) $6
Levermore, C. H., *ed.* The American song book (*Ginn*) 72c.
Luckiesh, M. Lighting the home. (*Century*) $1.75

Lynd, R. The art of letters. (*Scribner*) $3.75
McFee, W. Harbours of memory. (*Doubleday*) $1.75
McMurry, F. M. The geography of the world war. (*Macmillan*) 40c.
Macquarrie, H. Tahiti days. (*Doran*) $4
Mantle, Burns, *ed.* Best plays of 1920-21. (*Small*) $2
Michelin illustrated guides to the battlefields. (*G. A. Lancaster*)
Miles, D. H. English in business. (*Ronald Press*) $2
Mosher, Mrs. A. The spell of Brittany. (*Duffield*) $3
Moss, J. A., and Howland, H. S. America in battle. (*Banta*) $3.75
Mowrer, P. S. Balkanized Europe. (*Dutton*) $5
Myerson, A. The nervous housewife. (*Little*) $2.25
Newton, A. E. A magnificent farce. (*Atlantic Monthly*) $4
New York Drama League, Little theatre department. Plays for amateurs. (*Wilson*) 60c.
New York State Library. Best books of 1920. (*Author*) 10c.
O'Brien, F. Mystic isles of the South Seas. (*Century*) $5
O'Higgins, H. J. The secret springs. (*Harper*) $2
O'Neill, E. G. Gold. (*Boni & Liveright*) $1.50
Paine, A. B. The car that went abroad. (*Harper*) $3
Panunzio, C. M. The soul of an immigrant (*Macmillan*) $2
Parsons, F. A. The psychology of dress. (*Doubleday*) $5
Patterson, F. T. Cinema craftsmanship. (*Harcourt*) $2
Paxson, F. L. Recent history of the United States. (*Houghton*) $5
Phelan, J. Readings in rural sociology. (*Macmillan*) $4
Phelps, E. M., *comp.* Selected articles on immigration. (*Wilson*) $1.80
Phelps, W. L. Essays on modern dramatists. (*Macmillan*) $2.50
Pierce, A. E., *comp.* Catalog of literature for advisers of young women and girls. (*Wilson*) $1
Pratt Institute Free Library. Technical books for 1920. (*Author*) Single copy, free
Raymond, C. H. Modern business writing. (*Century*) $2.40
Reed, E. H. Tales of a vanishing river. (*Lane*) $3
Reynolds, G. F., and Greever, G. The facts and backgrounds of literature, English and American. (*Century*) $1.45
Rice, O. S. Lessons on the use of books and libraries. (*Rand*) $1.25
Robinson, L. The whiteheaded boy. (*Putnam*) $1.75
Roper, W. W. Winning football. (*Dodd*) $2
Roosevelt, K. The happy hunting-grounds (*Scribner*) $1.75
Routzahn, Mrs. M. B. Travelling publicity campaigns. (*Russell Sage Foundation*) $1.50
Russell, Hon. B. A. W. Bolshevism. (*Harcourt*) $2
Ryan, T. J., and Bowers, E. F. Teeth and health. (*Putnam*) $2.50
Sait, E. M. Government and politics of France. (*World Bk. Co.*) $2.60
Schuster, A., and Shipley, A. E. Britain's heritage of science. (*Dutton*) $5
Sergeant, E. S. Shadow-shapes. (*Houghton*) $2
Shay, F., and Loving, P., *eds.* Fifty contemporary one-act plays. (*Stewart & Kidd*) $5
Sheffield, Mrs. A. The social case in history. (*Russell Sage Foundation*) $1
Smith, A. M., *ed.* Short plays by representative authors. (*Macmillan*) $1.80
Smyth, J. P. A people's life of Christ. (*Revell*) $3.50
Solar, F. I. Hand craft projects for school and home shops. Bk. 1. (*Bruce*) $1.25
Spaulding, R. H. Your dog and your cat. (*Appleton*) $1.50
Speek, P. A. A stake in the land. (*Harper*) $2.50
Stowell, J. S. Story-worship programs for the church school year. (*Doran*) $1.50
Strachey, L. Queen Victoria. (*Harcourt*) $5
Taft, L. Modern tendencies in sculpture. (*Univ. of Chicago*) $5
Taft, L. The technique of pagentry. (*Barnes*) $2
Tappert, K. Viewpoints in biography. (*A. L. A.*) 60c.
Tawney, R. H. The Acquisitive Society. (*Harcourt*) $1.50
Taylor, C. C. The life of Admiral Mahan. (*Doran*) $6
Teasdale, S. Flame and shadow. (*Macmillan*) $1.75
Thompson, J. A. Natural history studies. (*Holt*) $2
Turner, E. A. The essentials of good teaching. (*Heath*) $1.44
Untermeyer, L., *ed.* Modern American poetry. (*Harcourt*) $1.40
Veblen, T. B. The engineers and the price system. (*Huebsch*) $1.50
Ward, G. O. Suggestive outlines and methods for teaching the use of the library. (*Faxon*) $1.50
Washburn, F. L. The rabbit book. (*Lippincott*) $2
Wells, H. G. The salvaging of civilization. (*Macmillan*) $2
Williams, B. C. Our short story writers. (*Moffat*) $2.50
Woods, G. H. Public school orchestras and bands. (*Ditson*) $2

Fiction

Abdullah, A. The mating of the blades. (*McCann*) $1.90
Adams, S. H. Success. (*Houghton*) $2
Bryant, M. A courageous marriage. (*Duffield*) $1.90
Byrne, D. Messer Marco Polo. (*Century*) $1.25
Chambers, R. W. The little red foot. (*Doran*) $1.90
Comfort, W. L., and Dost, Z. K. Son of Power. (*Doubleday*) $1.90
Curwood, J. O. The flaming forest. (*Cosmopolitan Bk. Corp.*) $2
Curwood, J. O. The valley of silent men. (*Cosmopolitan Bk. Corp.*) $2
Dawson, C. W. The kingdom round the corner. (*Cosmopolitan Bk. Corp.*) $2
Day, H. F. When Egypt went broke. (*Harper*) $2
De La Pasture, E. E. M. The heel of Achilles. (*Macmillan*) $2.50
Dwight, H. G. The emperor of Elam. (*Doubleday*) $2
Evarts, H. G. The passing of the old West. (*Little*) $2.50
Farnol, J. Martin Conisby's Vengeance. (*Little*) $2
Fenger, F. A. The golden parrot. (*Houghton*) $2
Ferber, E. The girls. (*Doubleday*) $1.75
Fisher, Mrs. D. F. The brimming cup. (*Harcourt*) $2
Fletcher, J. S. The borough treasurer. (*Knopf*) $2
French, J. L., *ed.* Great sea stories. (*Brentano*) $2
Galsworthy, J. To let. (*Scribner*) $2
Grimshaw, B. E. The terrible island. (*Macmillan*) $1.75
Haldeman-Julius, E., and Mrs. Dust. (*Brentano*) $1.75
Hutchinson, A. S. M. If winter comes. (*Little*) $2
Jewell, E. A. The charmed circle. (*Knopf*) $2.50
Johnston, Sir H. H. The man who did the right thing. (*Macmillan*) $2.50
Kaye-Smith, S. Green apple harvest. (*Dutton*) $2
Lincoln, J. C. Galusha the magnificent. (*Appleton*) $2
Locke, W. J. The mountebank. (*Lane*) $2
Macaulay, R. Dangerous days. (*Boni & Liveright*) $2
McFarland, R. Sons of the sea. (*Putnam*) $2
Marshall, E. The strength of the pines. (*Little*) $1.90
Mason, A. E. W. The summons. (*Doran*) $2
Miln, Mrs. L. The feast of lanterns. (*Stokes*) $2
Montgomery, L. M. Rilla of Ingleside. (*Stokes*) $2
Mundy, T. Guns of the gods. (*Bobbs-Merrill*) $2
Onions, O. A case in camera. (*Macmillan*) $2
Porter, Mrs. E. Sister Sue. (*Houghton*) $2
Pyle, H. Howard Pyle's book of pirates. (*Harper*) $5
Rice, Mrs. A. C. Quin. (*Century*) $2
Sawyer, R. The Silver Sixpence. (*Harper*) $1.75
Sinclair, M. Mr. Waddington of Wyck. (*Macmillan*) $2
Tarkington, B. Alice Adams. (*Doubleday*) $1.75
Tooker, L. F. The middle passage. (*Century*) $1.90
Wharton, Mrs. E. N. The age of innocence. (*Appleton*) $2
Williams, B. A. Evered. (*Dutton*) $2
Williams, W. W. Goshen street. (*Stokes*) $1.90
Wilson, H. L. The wrong twin. (*Doubleday*) $1.75
Yezierska, A. Hungry hearts. (*Houghton*) $1.90

Children's Books

Barbour, R. H. Metiphom's hostage. (*Houghton*) $1.75
Bates, K. L., *ed.* Once upon a time. (*Rand*) $2.50
Bishop, A. Tom of the raiders. (*Harcourt*) $1.75
Brown, E. A. The silver bear. (*Lothrop*) $1.50
Burgess, T. W. The Burgess animal book for children. (*Little*) $3
Carrington, H. The boy's book of magic. (*Dodd*) $2
Colum, P. The boy apprenticed to an enchanter. (*Macmillan*) $2.50
Conger, M. L. Folk story plays for children. (*McCann*) $1.75
Crump, I. The boys' book of railroads. (*Dodd*) $1.65
Fabre, J. H. C. Animal life in field and garden. (*Century*) $2.50
Fyleman, R. Fairies and chimneys. (*Doran*) $1.25
Gilchrist, B. B. Kit, Pat, and a few boys. (*Century*) $1.75
Hawes, C. B. The great quest. (*Atlantic Monthly*) $2
Hawes, C. B. The mutineers. (*Atlantic Monthly*) $2
Hawksworth, H. The strange adventures of a pebble. (*Scribner*) $1.60
Heyliger, W. High Benton, worker. (*Appleton*) $1.75
Hope, W. G. Friends in bookland. (*Macmillan*) 60c.
Knipe, Mrs. E., and A. A. Diantha's quest. (*Macmillan*) $1.75
Lamprey, L. Days of the discoverers. (*Stokes*) $2.50
Lofting, H. The story of Dr. Doolittle. (*Stokes*) $2.25
Lynde, F. The Donovan chance. (*Scribner*) $1.60
Marshall, B. Cedric, the forester. (*Appleton*) $2.50
Mathews, F. S. The book of birds for young people. (*Putnam*) $3
Mathiews, F. K., *ed.* The Boy Scouts book of campfire stories. (*Appleton*) $2.50

Meigs, C. The windy hill. (*Macmillan*) $1.75
Moses, M. J., *ed.* A treasury of plays for children. (*Little*) $3
National Geographic Society. Pictorial geography. (*Author*) Each set, $1.50
Olcott, F. J. Story-telling ballads. (*Houghton*) $3
Orton, H. F. Prince and Rover of Cloverfield farm. (*Stokes*) $1
Parkman, M. R. Conquests of invention. (*Century*) $2
Patch, E. M. Bird stories. (*Atlantic Monthly*) $1.25
Perkins, Mrs. L. The Puritan twins. (Houghton) $1.75
Phillips, E. C. Black-eyed Susan. (*Houghton*) $1.50
Phillips, E. C. Little friend Lydia. *Houghton*) $1.75
Prescott, D. R. A day in a colonial home. (*Jones*) $1.25; school ed., 60c.
Price, E. B. The happy venture. (*Century*) $1.75
Pumpelly, R. Travels and adventures of Raphael Pumpelly. (*Holt*) $1.75
Rihbany, A. M. The hidden treasure of Rasmola. (*Houghton*) $1.75
Ripley, G. S. Games for boys. (*Holt*) $1.90
Rolt-Wheeler, F. W. The book of cowboys. (*Lothrop*) $2
Schultz, J. W. The dreadful river cave. (*Houghton*) $1.75
Seton, E. T. Woodland tales. (*Doubleday*) $2
Smith, E. S., *ed.* Heroines of history and legend. (*Lothrop*) $2
Turner, N. B. Zodiac town. (*Atlantic Monthly*) $1.50
Tyler, A. C. Twenty-four unusual stories for boys and girls. (*Harcourt*) $2
Van Loon, H. W. Ancient Man. (*Boni & Liveright*) $3

Leading Publishers in A. L. A. Booklist

PUBLISHERS with two or more books listed in the *A. L. A. Booklist* during 1921 are recorded below, together with the respective number of books included. Titles classed as "new editions" in the *Booklist* are not counted in this summary.

A. L. A.	2
Appleton	8
Atlantic Monthly Press	7
Bobbs-Merrill	2
Boni & Liveright	3
Brentano	2
Century	13
Cosmopolitan Bk. Corp.	3
Ditson	2
Dodd	3
Doran	9
Doubleday	9
Duffield	2
Dutton	7
Faxon	2
Ginn	2
Harcourt	12
Harper	8
Harvard Univ.	2
Holt	6
Houghton	17
Knopf	2
Lane	2
Lippincott	2
Little	7
Lothrop	3
McCann	2
Macmillan	23
Putnam	6
Rand	2
Ronald Press	3
Russell Sage Foundation	2
Scribner	11
Stokes	6
Wilson	4

American "Firsts"

WRITING to *The Literary Review*, Louis Untermeyer discusses the suggestion which has been made, that collectors should begin to round out collections of first editions of the first books of American poets.

When they do, he says, the following titles will have to be among those gathered for any adequate collection:

Robert Frost: "A Boy's Will" (David Nutt; London), 1914.

Carl Sandburg: "Chicago Poems," 1916.

John Gould Fletcher: "Fire and Wine" (Grant Richards; London), 1913.

Amy Lowell: "A Dome of Many-Coloured Glass," 1912.

Sara Teasdale: "Sonnets to Duse," 1907.

James Oppenheim: "Monday Morning and Other Poems," 1909.

Lola Ridge: "The Ghetto," 1918.

Arturo Giovannitti: "Arrows in the Gale," 1914.

Maxwell Bodenheim: "Minna and Myself," 1918.

Alfred Kreymborg: "Mushrooms," 1915.

John Hall Wheelock: "The Human Fantasy," 1911.

T. S. Eliot: "Prufrock and Other Poems," 1917.

Ezra Pound: "A Lume Spento" (Venice), 1908.

SARA TEASDALE is at work on an anthology of poems for children, to be called "Rainbow Gold." The book will be illustrated by Dugald Stewart Walker and will be brought out next year by the Macmillan Company. Miss Teasdale will include about seventy poems from Chaucer to Robert Frost.

Titles That Came to the Front

Best Sellers in the Bookstores

THE following titles, arranged in order of their popularity, have been leading best sellers during 1921 according to the records published in *Books of the Month*. The statistics are based on reports of booksellers in all parts of the country. One significant point to bear in mind, in connection with any such list, however, is that the books issued in the spring or previous fall invariably have an advantage, since they have been on sale for a longer period and have had a better opportunity to break into the Best Seller Class.

TEN BEST SELLING FICTION

Main Street, by Sinclair Lewis. *Harcourt.*
The Brimming Cup, by Dorothy Canfield. *Harcourt.*
The Mysterious Rider, by Zane Grey. *Harper.*
The Age of Innocence, by Edith Wharton. *Appleton.*
The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*
The Sheik, by Edith M. Hull. *Small, M.*
A Poor Wise Man, by Mary Roberts Rinehart. *Doran.*
Her Father's Daughter by Gene Stratton-Porter. *Doubleday.*
The Sisters-in-Law by Gertrude Atherton. *Stokes.*
The Kingdom Round the Corner, by Coningsby Dawson. *Cosmopolitan.*

SIX BEST SELLING GENERAL BOOKS

The Outline of History, by H. G. Wells. *Macmillan.*
White Shadows in the South Seas, by Frederick O'Brien. *Century.*
The Mirrors of Downing Street, by a Gentleman with a Duster. *Putnam.*
Mystic Isles of the South Seas, by Frederick O'Brien. *Century.*
The Autobiography of Margot Asquith. *Doran.*
Peace Negotiations, by Robert Lansing. *Houghton.*

Public Library Demands

ACCORDING to a compilation made from the monthly statistics found in *The Bookman* (January to December inclusive) the books in greatest demand at the public libraries of the United States during 1921 are as follows:

FICTION

Main Street, by Sinclair Lewis. *Harcourt.*
The Age of Innocence, by Edith Wharton. *Appleton.*
The Brimming Cup, by Dorothy Canfield. *Harcourt.*
The Mysterious Rider, by Zane Grey. *Harper.*
The Top of the World, by Ethel M. Dell. *Putnam.*
Moon-Calf, by Floyd Dell. *Knopf.*
The Sisters-in-Law, by Gertrude Atherton. *Stokes.*

GENERAL LITERATURE

The Outline of History, by H. G. Wells. *Macmillan.*
The Autobiography of Margot Asquith. *Doran.*
White Shadows in the South Seas, by Frederick O'Brien. *Century.*
The Americanization of Edward Bok. *Scribner.*
Queen Victoria, by Lytton Strachey. *Harcourt.*
Now It Can Be Told, by Philip Gibbs. *Harper.*
Mystic Isles of the South Seas, by Frederick O'Brien. *Century.*

Best Short Stories of 1921

THE twenty short stories of the year chosen by Edward J. O'Brien for publication in "The Best Short Stories of 1921" (the seventh volume in his series) were selected because they "have rendered life imaginatively in organic substance and artistic form." What interested Mr. O'Brien especially in making his survey for the year was the fresh live current flowing thru the best American work of the present and the imaginative reality which American writers have brought to it.

In past years the annual anthology has been dedicated to the American author who in Mr. O'Brien's opinion made the finest contribution to the short story field during the period considered. This year the honor again fell to Sherwood Anderson, but since the volume for 1920 is associated with his name, the new offering is inscribed to A. E. Coppard, a distinguished English writer who has won the compiler's admiration.

An appended list in the Yearbook of the American Short Story shows that 80 volumes of short stories by American authors have been published in the United States during the past twelve months. Add to this a total of 24 volumes by English and Irish authors and 17 books of translation, and the short story output in this country during 1921 mounts to no inconsiderable figure.

Out of this number a selected list of the best books of short stories which the year has produced has been made by Mr O'Brien as follows:

THE BEST AMERICAN BOOKS

The Triumph of the Egg. Sherwood Anderson. *Huebsch.*
Ghitza. Konrad Bercovici. *Boni & Liveright.*
Chance Encounters. Maxwell Struthers Burt. *Scribner.*
The Line of Love. James Branch Cabell. *McBride.*
O. Henry Prize Stories, 1920. *Doubleday, Page.*

THE BEST ENGLISH BOOKS

Golden Windmill. Stacy Aumonier. *Macmillan.*

The Romance of his Life. Mary Cholmondeley. *Dodd, Mead.*
Adam and Eve and Pinch Me. A. E. Coppard. *Knopf.*
Dead Man's Plack. W. H. Hudson. *Dutton.*
Bliss. Katherine Mansfield. *Knopf.*
A Chair on the Boulevard. Leonard Merrick. *Dutton.*
Original Sinners. Henry W. Nevinson. *Huebsch.*
Irish Fairy Tales. James Stephens. *Macmillan.*
The Thirteen Travellers. Hugh Walpole. *Doran.*

THE BEST TRANSLATIONS

Roumanian Stories. Edited by Byng. *Lane.*
The Horse-Stealers. Chekhov. *Macmillan.*
The Schoolmaster. Chekhov. *Macmillan.*
The Schoolmistress. Chekhov. *Macmillan.*
Seven Wives of Bluebeard. France. *Lane.*
People. Hamp. *Harcourt.*
Mögens. Jacobsen. *Brown.*
Romance of the Rabbit. Jammes. *Brown.*
Jugo-Slav Stories. Edited by Popovic. *Duffield.*
The Shepherd's Pipe. Schnitzler. *Brown.*
Knock, Knock, Knock. Turgenev. *Macmillan.*
The Two Friends. Turgenev. *Macmillan.*

The following tables indicate the rank by number and percentage of distinctive stories published in the twenty-three periodicals coming within the scope of Mr. O'Brien's examination during the period between October, 1920, and September, 1921, inclusive. The periodicals are those which have published an average of 15 per cent in stories of distinction. The lists exclude reprints,, but not translations:

BY PERCENTAGE OF DISTINCTIVE STORIES

1.	Dial	100%
2.	Midland	93%
3.	Asia	90%
4.	Harper's Magazine	74%
5.	Pictorial Review	71%
6.	Century	70%
7.	Atlantic Monthly	65%
8.	Scribner's Magazine	52%
9.	All's Well	43%
10.	Harper's Bazar	38%
11.	Good Housekeeping	28%
12.	Smart Set	25%
13.	Metropolitan	24%
14.	Hearst's International	23%
15.	Chicago Tribune	22%
16.	Red Book Magazine	20%
17.	McCall's Magazine	19%
18.	Everybody's Magazine	18%
19.	Cosmopolitan	18%
20.	McClure's Magazine	17%
21.	Saturday Evening Post	15%
22.	Ladies' Home Journal	15%
23.	Collier's Weekly	12%

BY NUMBER OF DISTINCTIVE STORIES

1.	Pictorial Review	46
2.	Harper's Magazine	39
3.	Century	35
4.	Saturday Evening Post	32
5.	Smart Set	29
6.	Scribner's Magazine	24
7.	Red Book Magazine	23
8.	Metropolitan	18
9.	Hearst's International	18
10.	Dial	16
11.	Everybody's Magazine	16
12.	Cosmopolitan	15
13.	Midland	14
14.	Atlantic Monthly	13
15.	Good Housekeeping	13
16.	Harper's Bazar	12
17.	Collier's Weekly	12
18.	Chicago Tribune	11
19.	Asia	10
20.	McCall's Magazine	9
21.	McClure's Magazine	8
22.	Ladies' Home Journal	8
23.	All's Well	6

The Best Plays of 1920-21

THE second annual volume of "The Best Plays," compiled by Burns Mantle, the dramatic critic of the New York *Evening Mail*, has recently been published by Small Maynard. The ten plays selected by Mr. Mantle as best of those of 1920-1921 are:

"Deburau" by Sacha Guitry. English version by H. Granville Barker. Published in book form by *Putnam.*

"The First Year" by Frank Craven.

"Enter Madame" by Gilda Varesi and Dolly Byrne Published by *Putnam.*

"The Green Goddess," by William Archer. Published by *Knopf.*

"Liliom," by Franz Molnar. Published by *Boni & Liveright.*

"Mary Rose," by James M. Barrie.

"Nice People," by Rachel Crothers.

"The Bad Man," by Porter Emerson Browne. Novelized by Charles Hanson Towne. Novelized version published by *Putnam.*

"The Emperor Jones," by Eugene O'Neill. Published by *Boni & Liveright.*

"The Skin Game," by John Galsworthy. Published by *Scribner.*

The Poetry of 1921

IN the introduction to his annual review of poetry, William Stanley Braithwaite considers those poets whose contribution to Anglo-Saxon poetry is of evolutionary character and those others whose work is more revolutionary in tone. In the first group he puts Masters, Amy Lowell, Vachel Lindsay, John Gould Fletcher, John Hall Wheelock and H. D., as carrying on the evolutionary principle of the Saxon traditions. Add Frost, Robinson and Aiken to these names and one gets the Saxon continuity of poetic spirit. Sandburg, Oppenheim, Untermeyer, Giovanitti, and Rosenfeld belong to the revolutionary school of poets.

"The Anthology of Magazine Verse for 1921" (published by Small, Maynard & Co.) contains considerable material of interest to those who follow the yearly output of poetry. The

227 bound volumes which appeared in 1921 were divided among the various publishers as follows:

	Vols.
E. P. Dutton & Co.	17
Geo. H. Doran Co.	15
Houghton Mifflin Co.	15
The Macmillan Co.	11
Oxford University Press	11
G. P. Putnam's Sons	11
A. A. Knopf	10
John Lane	10
Four Seas Co.	9
Harcourt Brace & Co.	6
Frederick A. Stokes Co.	6
Yale University Press	6
Stratford Co.	5
Brentano's	5
The Cornhill Co.	4
B. W. Huebsch	4
Boni & Liveright	3
Henry Holt & Co.	3
Chas. Scribner's Sons	3
Frank Shay	3
Small, Maynard & Co.	3
Dodd, Mead & Co.	2
Doubleday, Page & Co.	2
Duffield & Co.	2
Harvard University Press	2
Longmans Green & Co.	2
Richard G. Badger & Co.	1
Harper & Bros.	1
R. M. McBride & Co.	1
Moffat, Yard & Co.	1
Reilly & Lee	1
Fleming H. Revell Co.	1
Thomas Seltzer, Inc.	1
Miscellaneous	52
	227

Literature Abroad

By Ernest Boyd

The following very interesting summary of the year's literary output abroad appeared in the New York *Evening Post Literary Review*, December 31, 1921.

THE close of the year naturally invites meditation, melancholy or otherwise, upon the literary production of the past twelve months. In the various places where books are discussed I have noticed lists in which cheerful scribes have brought together the volumes which seem, in retrospect, to have best justified their existence during the year of grace now ended. What has struck me most about these lists has been the small place allotted by most of them to American works. Out of any given dozen ten books at least are importations. Curiously, my own impression of the year's foreign literature is that, on the whole, very little of outstanding merit has come to my notice and that the real creative vitality has been on this side of the Atlantic. Technical competence is still with the Europeans, but they have nothing to say. Over here, on the other hand, the impulse towards self-expression and original creation is powerful, if rather undisciplined and naive. However, as I have had many requests for reading lists of contemporary European literature, I purpose to recapitulate the books of 1921 which seem best to answer that need. I am taking in alphabetical order, the countries with which this department has been more particularly concerned.

The Literary Year in France

POETRY, DRAMA, FICTION

L'Epithalame by Jacques Chardonne.
Valentine Pacquault by Gaston Chérau.
La Fortune de Bécot by Louis Codet.
Le Cocu Magnifique by Fernand Crommelynck.
Elégies by Georges Duhamel.
Les Hommes Abandonnés by Georges Duhamel
Maria Chapdelaine by Louis Hémon.
La Cavalière Elsa by Pierre Macorlan.
Préséances by François Mauriac.
Tendres Stocks by Paul Morand.
Sodome et Gomorrhe by Marcel Proust.
Vestigia Flammæ by Henri de Régnier.
L'Entrepreneur d'Illuminations by André Salmon.

GENERAL

Les Précurseurs de Nietzsche by Charles Andler.
Mes Souvenirs sur le Théâtre Libre by André Antoine.
Une Nouvelle Philosophie de l'Histoire moderne et Française. Rene Gillouin.
Petits Crayons by Remy de Gourmont.
Lettres à Sixtine by Remy de Gourmont .
Propos d'Anatole France by Paul Gsell.
De l'Age Divin à l'Age Ingrat by Francis Jammes.
Les Chapelles Littéraires by Pierre Lasserre.
Le Journal de Marie Lénéru by Marie Lénéru.
Charles Baudelaire by G. de Reynold.
Souvenirs de mon Commerce by André Rouveyre.
Trente Ans de Vie Française, II: Le Vie de Maurice Barrès by Albert Thibaudet.

The Literary Year in Germany

POETRY, DRAMA, FICTION

Das Buch der Liebe by Max Brod.
Rosita by Franz Karl Ginzkey.
Der Schwierige by Hugo von Hofmannsthal.
Nicht der Mörder sondern der Ermordete ist Schuld by Franz Werfel.
Bock Gesang by Franz Werfel.
Das Volk wacht auf by Walther von Molo.
Fairfax by Carl Sternheim.
Die Entfaltung. (A collection of stories by Paul Adler, Max Brod, Däubler Edschmid, Heinrich Mann, Schickele, Steinheim, etc.) Anthology.

GENERAL

Summula by Hermann Bahr.
Die Jüngsten by Adolph Bartels.
Die Besten deutschen Romane by Adolf Bartels
Aus dem Nachgelassenen Schriften eines Frühvollendeten by Otto Braun.
Maurice Barrès und die Geistigen Grundlagen des französischen Nationalismus by E. Curtius.

Die Doppelköpfige Nymphe by K. Edschmid.
Der Untergang des Abendlandes. Vol. II by Oswald Spengler.
Die Deutsche Romantik by A. Stockmann.

The Literary Year in Ireland

POETRY, DRAMA, FICTION

The Sword of the West by Austin Clarke.
The Hounds of Banba by Daniel Corkery.
The Mirror in the Dusk by Brinsley MacNamara.
The Woman at the Window. (Stories translated from the Irish) by Padraic O'Conaire
Hillsiders by Seumas O'Kelly

MISCELLANEOUS

What Sinn Féin Stands For by Aodh de Blácam.
Garden Wisdom by Stephen Gwynn.
The Inner and the Outer Ireland by George W. Russell (Æ).
Imaginations and Reveries. (New, enlarged edition(by George W. Russell (Æ).
On My Keeping and in Theirs by Louis J. Walsh.

The Literary Year in Italy

POETRY, DRAMA, FICTION

Notturno by Gabriele d'Annunzio.
Rubò by G. A. Borgese.
Il Segreto dell' Uomo solitario by Grazia Deledda.
I 4 Fanti by G. Lipparini.
La Casa nel Vicolo by M. Messina.
Nè bella nè brutta by Marino Moretti.
Signorine by Alfredo Panzini.
Il Mondo è Rotondo by Afredo Panzini.
Come Prima Meglio di Prima by Luigi Pirandello.
Il Podere by Federigo Tozzi.

MISCELLANEOUS

La Poesia di Dante by Benedetto Croce.
Ragguagli di Parnaso by Pietro Pancrazi.
Poesia e storia nella Divina Commendia by E. G. Parodi.
Storia di Cristo by Giovanni Papini.

The Literary Year in Spain

POETRY, DRAMA, FICTION

El Sendero Andante by Ramón Pérez de Ayala.
Belarmino y Apolonio by Ramón Pérez de Ayala.
Las Furias by Pio Baroja.
El Sabor de la Venganza by Pio Baroja.
El Préstamo de la Difunta by Blasco Ibáñez.
Poems Maduras by Francisco Escrivá de Romaní.
Treas Novelas Ejemplares by Miguel de Unamuno.
El Cristo de Velazquez by Miguel de Unamuno.

MISCELLANEOUS

Los Dos Luises by Azorín.
El Espectador by José Ortega y Gasset.
El Libre de los Plagios by Luis Estrana Marín.
El Nuevo Glosario by Eugenio d'Ors.
El Veinte en Castilla by Eugenio d'Ors.

By Way of Comment

These lists, needless to say, do not purport to give the year's best sellers, and they are obviously not exhaustive. The works mentioned simply represent some of the more important publications of the year, with special reference to those which have been discussed in this column or elsewhere in *The Literary Review*. I have not recalled the inevitable volumes by German generals proving that the army won the war but the civilians lost it; nor the annual contributions of MM. Bourget, Loti, Bordeaux, and company to the railroad bookstalls of France; nor the vast literature inspired by the belief that the millennium has dawned in Moscow. These bibliographies are primarily concerned with works of pure literature and they give, I think, a fair idea of what each of the countries mentioned has produced during the past twelve months.

Necrology of 1921

Authors

ADAMS, Frederick Upham, author and inventor, Aug. 28, age 61.

AICARD, Jean, poet, member of French Academy, May 13, age 72.

ALLEN, Dr. Joel Asaph, author and dean of the scientific staff of the American Museum of Natural History, Aug. 29.

ANDERSON, Margaret Steele, author, editor, Jan. 16.

BAGOT, Richard, English novelist and essayist, Dec. 12, age 61.

BARCLAY, Florence, English novelist, Mar. 10, age 59.

BARNETT, Mrs. E. S., author, Nov. 10.

BLACK, Dr. Samuel Charles, President of Washington and Jefferson College and author, July 25, age 51.

BURROUGHS, John, philosopher-naturalist and author, Mar. 29, age 83.

BUTLER, Dr. George Frank, author, June, age 64.

CHURCHILL, Lady Randolph (Mrs. George Cornwallis-West), author, June 29, age 67.

COMBA, T. Ernest, formerly American agent for John Lane, Mar. 25, age 70.

CHAMBERS, Charles Haddon, novelist and dramatist, Mar. 28, age 61.

CROZIER, John Beattie, Canadian historian and political economist, Jan. 8, age 72.

DOBSON, Henry Austin, poet and man of letters, Sept. 1, age 81.

DOWST, Henry Payson, author and publicity manager, Mar. 13, age 45.

EVANS, Donald, author and journalist, May

27, age 36.

EVERETT, Caroline Mills, author, July 14.

FITZPATRICK, Hugh L., journalist and author, Feb. 1, age 62.

GESTFIELD, Ursula M., founder of the "Science and Being" movement, lecturer and author, Oct. 22, age 76.

GIBSON, Rev. John Monro, minister of the St. John's Wood Presbyterian Church, London, and author, Oct. 13, age 83.

GUNSAULUS, Frank Wakeley, preacher and author, Mar. 19, age 55.

HABBERTON, John, author, Feb. 25, age 79.

HORNUNG, Ernest William, author, Mar. 22, age 55.

HUNEKER, James Gibbons, music critic and author, Feb. 18, age 61.

HYNDMAN, Henry Myers, leader of intellectual socialism in England and author, Nov. 23, age 79.

INGRAM, Eleanor Marie, author, Mar. 22, age 35.

JASTROW, Dr. Morris, Jr., Assyriologist and author, June 22, age 59.

KENDALL, Dr. Calvin N., educator and author, Sept. 2, age 63.

KROPOTKIN, Prince Petr A., Russian author and revolutionary leader, Feb. 8.

LINCOLN, Mary Johnson, authority on cooking and household economics, Dec. 4, age 77.

MACKENZIE, Cameron, war correspondent, author and former publisher, Mar. 18, age 39.

DE MATTOS, Alexander Teixeira, translator, Dec. 5.

MIFFLIN, Lloyd, poet, July 16, age 77

MOLESWORTH, Mary Louise Stewart, English novelist and writer of books for children, July 21, age 79.

PERRIER, Edmond, Director of the Museum of Natural History in Paris, Aug. 1, age 77.

PETERS, John P., clergyman, archeologist, teacher and author, Nov. 10, age 69.

PHILIPS, F. C., novelist, Apr. 20, age 73.

REDALL, Frederick, editor of "People's Encyclopedia" and compiler, May 26, age 68.

SALTUS, Edgar, author and publicist, July 31, age 63.

SCOFIELD, Rev. Dr. Cyrus I., author and publisher, July 24, age 78.

SPOFFORD, Mrs. Harriet Prescott, novelist and poet, Aug. 15, age 86.

STONE, Winthrop Ellsworth, President of Purdue University, July, age 59.

STRONG, Dr. Augustus H., clergyman, theologian and author, Nov. 29, age 85.

SWIFT, Rev. Dr. Judson, General Secretary of the American Tract Society, Aug. 19.

TAYLOR, Bert Leston, column conductor known as "B. L. T.," Mar. 19, age 55.

WENDELL, Barrett, professor of English literature and author, Feb. 8, age 66.

Book-Trade

AMES, Charles Wilberforce, president and general manager of West Publishing Co., Apr. 3, age 66.

BAILEY, Frederick S., Syracuse bookseller, Nov. 6, age 56.

BAINS, William Mellor, Philadelphia bookseller, Dec. 19.

BANGS, Lemuel W., English representative of Scribner's, Dec. 15, age 81.

BARNES, Charles Joseph, for many years head of the Chicago division of the American Book Co., July 11, age 83.

BEANE, Maudlena Johnson, of the Occult Bookshelf, Nov.

BERLITZ, Maximilian D., founder of the Berlitz school of languages and author of language textbooks, Apr. 6, age 67.

BOWDEN, Arthur J., authority on rare books, Jan. 4, age 57.

BRAUN, Marcus, publisher, Feb. 27.

BRIGGS, John, for many years associated with the American Book Co., Dec. 28, age 84.

BROCKHAUS, Albert, Leipzig publisher, age 66.

CROTHERS, Renwick W., of the retail book business, N. Y., June 17.

CROWELL, E. Osborne, for many years a member of the firm of Thomas Y. Crowell & Co., Nov. 1, age 78.

CROWELL, J. S., Ohio publisher, Aug. 17, age 71.

DAVIS, Robert Howe, for twenty-five years with E. P. Dutton & Co., age 79.

DORSEY, George Ignatius, publisher of Catholic literature, Mar. 27.

GAGE, Sir William James, distributor of educational books, Jan. 14, age 71.

GRAHAM, Dr. Edwin R., senior publishing agent of the Methodist Book Concern, Feb. 19, age 67.

GRIMWOOD, Alfred E., for many years in the book business, Nov. 10.

KLEINTEICH, Herman, of George Sully & Co., Sept. 19, age 56.

MCLAUGHLIN, Thomas J., for thirteen years on the sales force of the A. L. Burt Co., Aug. 26.

MCMULLEN, Albert D., of the E. W. Leavens Company, Sept. 7, age 55.

MATTHEWS, Elkin, well known English publisher, Nov. 10, age 70.

MIFFLIN, George H., President of Houghton Mifflin Co., Apr. 5, age 76.

MORRIS, Frederick W., rare book expert, Oct. 20, age 71.

OLLENDORF, Paul, head of the French publishing house of the name.

PARKER, William H., bookseller with Dutton, Brentano's, etc., Dec. 21, age 55.

PRICE, George V., for nearly fifty years with Harper & Bros., Aug. 30, age 65.

RIDINGS, Horace S., for fifty years with the J. B. Lippincott Co., Nov. 19, age 65.

SMITH, Colonel Heman Page, connected with school book publishing firm of Richardson, Smith & Co., Jan. 15.

STODDART, Joseph M., retired editor and publisher, Feb. 25, age 75.

TAUCHNITZ, Christian K. von, Berlin publisher, July 8, age 80.

VAN WAGENEN, Bleecker, long a member of the firm of Dodd, Mead & Co., Nov. 11.

A Year's Library Progress

IN making a condensed report on the 1921 activities of the American Library Association Carl H. Milam, secretary, points to a net gain in membership of 843, bringing the total to 5,307. He estimates that the number of library workers in the United States and Canada who are not members of the Association is somewhere between ten and twenty thousand.

The Headquarters at Chicago has provided an employment service for many of the members, has conducted a campaign for recruiting for librarianship, has maintained extensive correspondence in helping communities erect the best possible buildings and is in daily touch with communities desiring to establish libraries.

The Library War Service has even now not come to complete termination. Recently $1,000 was authorized for books at Coblenz. The work of the merchant marine was transferred in August to the American Merchant Marine Library Association. A continuing connection with the new American Library in Paris means that the librarian will always be nominated by the A. L. A. and five trustees appointed. Most of the war hospital service has now gone to the government.

The publication department shows 43 new publications, including the valuable pamphlets which have done much to interest the public in wider reading and pamphlets, such as "Viewpoints in Biography," "Children's Books for Christmas Presents," "Plays for Children," etc. Some of these publications are intended primarily for distribution to the public and many bookstores have availed themselves of this opportunity.

Some of these, including posters and exhibits, were made possible by the Books for Everybody Fund to which publishers, among others, made contribution.

Typo Book-Trade Statistics for 1921

GIVEN below are the tabulated statistics of the publishing and retail book-trade for 1921, compiled by the Typo Mercantile Agency:

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
Fire Losses	5	0	0	0	0	0	1	2	0	2	0	0	10
Incorporations	1	1	1	2	1	0	1	0	2	2	0	0	11
Bankruptcies	1	1	3	1	4	0	1	2	2	4	4	0	23
Deceased	1	3	0	3	2	4	1	2	4	2	3	1	26
Assigned	1	1	2	3	0	1	1	0	1	0	0	0	10
Changes in Interest	1	1	2	2	4	0	2	0	3	1	1	1	18
New Businesses	1	0	3	0	1	0	1	2	5	2	2	1	18
Increase of Capital	2	0	6	2	2	0	0	0	0	1	0	0	13

Territorial Synopsis

	N. E. & N. Atlantic	Southern	Middle West	Far West	Canada	
Fire Losses	5	4	1	0	0	10
Incorporations	7	1	1	2	0	11
Bankruptcies	9	7	4	1	2	23
Deceased	13	2	4	0	7	26
Assigned	0	2	4	2	2	10
Changes in Interest	7	1	3	4	3	18
New Businesses	8	3	3	2	2	18
Increase of Capital	8	2	2	1	0	13

The Year's Activity of the Publishers' Association

Annual Report of the Executive Secretary, Frederic G. Melcher

THE Executive Committee of six, in whose hands, guided by the bi-monthly deliberations of the Board of Directors, lie the responsibility for carrying on the purposes of this Association, have held continuous weekly meetings on Tuesdays since the last annual meeting. The President has visited the office daily for conference and suggestion. With the enlargement of the quarters there has come greater use of the rooms. The conference room being made available for such outside groups as the Publishers Ad Club and The Credit Conference, as well as for meetings of the Religious Publishing group. Medical Publishers and Educational Publishers and Year-Round Bookselling Campaigns. The new rooms double the floor space, provide a conference room that will hold up to forty people, a smaller committee room and two offices. The slight increase in rent is being borne by the Bookselling Campaign, whose staff of three is thus given quarters.

The publishers of Religious Books came together last winter to promote a very successful campaign for a wider interest in religious books and have organized again this winter for even more intensive work. The Medical publishers met on December 16th to consider the value of special group gatherings and on January 4th the Educational publishers came together in the same way.

In October the American Publishers Copyright League, with its long record of constructive activity, voted to become an integral part of the Association, and this work was organized as the Bureau of Copyright of the National Association of Book Publishers with a special committee of five in charge of its work. W. W. Appleton as chairman and George Haven Putnam as Secretary. This Bureau is of very special importance to members during the present discussion on the new Copyright bill and when the new law is passed and begins to apply to current business.

Manufacturing Problems

The fundamental problems of book manufacture and distribution, which affect all publishers alike have occupied the larger part of the time of the Executive Committee and the office staff of three. Printing emergencies, binding crises, electrotyping and photo-engraving costs, freight rates, traveling and hotel expense, mail regulations, have been urgent problems; the most threatening tariff issue the American book-trade ever faced; a straining of good copyright relations with Canada, an all important project of revision of the fundamental copyright law of the United States have fallen to 1921.

The year came in with unfavorable conditions. In spite of the pressing need of lowered manufacturing costs, there were increases at many points. The December 1920 decision of the New York arbitrators had just increased printing wages $2.50 to $5.00 per week. The 44 hour week was demanded for May 1st. In the spring the Association joined in the effort which brought $4.00 to $5.00 decreases in one group of unions in April. The even more pressing need of relief in compositors' wages in the fall was not however obtained. The 44 hour issue which came to a head in May ultimately brought open shops in Binghamton, Boston and Philadelphia, but only increased costs in New York. In January last all bindery workers in New York demanded wage increases corresponding to those granted to the printers, but the Association insisted that no increases could be absorbed by the book-trade and the employers stood fast in refusal. On May 1st, after considerable conference with the unions to obtain better conditions the Employing Binders broke with the unions and after two months effort got satisfactory production in an open shop. These various crucial situations demanded continuous consideration from the Executive Committee.

Photo-Engraving Costs

The first of the year had brought also an $11.00 increase in the wages of electrotypers with 44 hour week and a $6.00 increase among photo-engravers. No relief has yet been found in these fields, tho better rates in photo-engraving have been obtained thru the Meyer-Martin bill, passed in the New York legislature in May, making it illegal for the Unions to set the price at which engraved plates should be sold. This important bill was backed at Albany by newspapers, periodicals and book publishers thru their several associations.

Another important action at Albany in which this Association was interested was the revision of the Civil Rights Act so as to prevent publishers being held liable for reprinting photographs and illustrations that they had bought in connection with the plates of some book or set. This relief was largely due to David S. Beasley of the University Society.

In the Committee's investigations into manufacturing costs, the possibilities of stereotyping has been studied as a substitute for the increasingly expensive electrotypes but, so far, not many American pressmen seem to get the results from these that the English do.

With wages increasing or at best stationary in the trades that touch book manufacturing, the saving relief that has prevented further rise in retail selling prices, has been the drop in the cost of materials. Book paper which had been 4c. to 5c. before the war and had risen to 13c. to 15c., fell by January below 10c. and by summer to 7 or 8c. Binding cloth came down 20 per cent January 15th, and had further reduction, tho still about 80 per cent higher than a few years ago.

Freight Rate Hearings

The fundamental costs of freight and transportation was early considered tho the strained conditions of railroad finances made it difficult to find a line of progress. In July a hearing was obtained before the freight classification committee and as a result of this, carload shipments to the South were put on the same basis as the rates to other sections. This change will mean thousands of dollars a year to the educational publishers who would be the only ones to ship in carload lots. A further application to obtain better classification for Less Than Carload Lots to all parts of the country was finally refused by the Federal Commission, but it is felt that this may yet be successfully reopened by placing the emphasis on educational books. Such hearings could only have been obtained by publishers acting as an organization. It was found that excessive demands for freight losses set up against railroads by certain distributors of subscription sets, had created a strong prejudice in the minds of the Federal Commission.

Co-operating with several other national organizations, there has been an effort to get some reduction in the cost of railroad travel. The abolition of tax on railroad fares on January 1st has been part of the effort. It is hoped that provision may soon be made for a 5000 mile book at 2-½c. which would be of great advantage in keeping men in the field.

During the fall a strong drive was made to obtain lower hotel rates for the travelers representing our members. Several good hotels agreed, but not enough to make it feasible to outline a detailed plan. It is believed, however, that the agitation did some good and echoes of our effort were seen in the hotel men's trade papers. Costs of book packing were investigated and a pamphlet of recommendations sent to members. With the incoming of a new Postmaster General it seemed an opportune time to strike for relief from the P. O. ruling that book prices could not be printed in book reviews without their becoming advertising and on May 25, Mr. Hays sent out cancellation of the aggravating order.

Tariff and Copyright

In two directions the publishing world has been facing problems such as come to real issue but once in many years and both of these carry over for final decision in 1922: tariff and copyright revisions. When the text of the Fordney Bill was published in July it was found that the book schedules showed changes that would rock the established customs of the book business to their foundations. Publishing would be chiefly affected by the American Valuation clause which it has been estimated, would triple the actual amount of the duty paid on editions imported. Mr. John Macrae, vice president of the E. P. Dutton & Company was appointed by the Association to watch publishing interests and immediate steps were taken to lay the case of the book publishers before the Ways and Means Committee, of the House and before influential senators. When the new Senate finally began hearings, the Association had its plea in shape. In the mean time much discussion was started in newspapers whose columns help to form public opinion. Mr. Macrae has been also forcing attention to the present condition whereby book tariff is doubled at the custom house thru a ruling that 1/3 of the English list price must be the basis for levying all duties. The printers and binders have appeared at Washington asking for a 50% duty in place of the suggested 20%. The Fordney clauses, taking from the free list, old books, books in foreign languages, books for the blind, etc., has been protested against as being a severe blow to the educational needs of the country, to the retail book-trade and as against all American precedent.

New Copyright Bill Ready

After many years of firm opposition the

International Typographical Union gave its concurrence in July to the plan to revise the Copyright Law of the United States so as to omit the manufacturing clause. As soon as this was assured, consultations toward perfecting a proper bill have gone forward. The result, which is about to be presented to Congress, is satisfactory to the Authors' League, represented by Eric Schuler, the Bureau of Copyright of this Association, represented by Major Putnam and Stephen H. Olin; to R. R. Bowker, as independent authority on copyright and member of this Association; Theodore Solberg, the Registrar of Copyright. While this discussion has been going forward, the American Publishers Copyright League voted to become connected with this Association under the name of the Bureau of Copyright of the N. A. B. P., thereby becoming the representative of all this Associations' Members and of eighteen other firms not thus connected and paying special dues. This Bureau has steadily advocated dropping the manufacturing clause but has pointed out that a new copyright law ought to adequately protect American publishers in the full American rights to such foreign books as are contracted for. Under the present law practically anyone except the American publisher can bring in the rival foreign edition. The American libraries have strongly protested and will protest actively at the Congressional hearings which are to come, against any phrase in the law that will curtail their right to import all books without reference to the American owner of copyright.

Canadian Copyright

Canadian copyright revisions have offered as much food for thought. Their printers pushed thru parliament a bill which would make Canadian manufacture necessary for full protection of rights there. Both Canadian and American authors would suffer from this law as well as all our members. A phrase in the law holds it up until proclaimed by the Premier and it is still waiting and threatening.

The office has found many opportunities during the year to enter into or to help supply book discussion to the papers and to see that the papers had accurate information on publishing conditions. There have also been several occasions where the Secretary could present the subject of book distribution before various audiences. In March last your Secretary visited Toronto on the invitation of the Canadian publishers and spoke on new methods in promoting book sales. In May before the Booksellers Convention; in June before the annual convention of the American Library Association; in July at Chautauqua; in the fall in several conventions of the Middle West.

The office files of addresses, book-trade statistics, copyright data, etc., are becoming increasingly complete and valuable and inquiries of all kinds are sent in; when information is not on hand and falls within the Association's province the facts are gathered.

Co-operative buying of supplies has been tested out and proved of a great saving to those using it. Recently the Executive Committee decided that the Association would do well to work in conjunction with other business men, desiring to see government economy, in support of the budget system and gave a group subscription of $100, whereas individual subscription would have been $25 per firm.

For the Committee on New Outlets the office has prepared a pamphlet on "Opening a Book Department," one on "The Successful Bookshop" and material on "Starting a Circulating Library." Many letters on bookselling problems are answered, advice given and special interviews arranged. A canvass on the question of which cities need new bookshops has just been made . It has been a banner year in the increasing of new bookshops and most of them have been in touch with the office in one way or another.

Bookselling Campaigns

While the Executive Committee is largely occupied with matters of general importance to all publishers it has also encouraged the organizing of campaigns for the sale of more books and the Year-Round Bookselling Campaign seems to have successfully met the problem of increasing the aggressiveness of the trade and must take some of the credit for the good showing the publishing business has shown in 1921 as compared to so many industries. This campaign was supported by nearly all the publishers of the trade books and carried its own overhead and material expense. Its success has warranted a much increased appropriation for 1922.

No wholly complete survey of the year's activities could be contained in one report but so many trade problems have come up which could only be adequately handled by some joint action that it now seems hard to imagine how the situations could have been met by spasmodic individual action. Joint effort seems economical of time and money and the constructive way of facing the present needs and future expansion of a great industry, a great industry facing its period of greatest expansion.

Copyright Report for the Fiscal Year 1920-21

By Thorvald Solberg, Register of Copyrights

COPYRIGHT ENTRIES AND FEES

THE registrations for the fiscal year numbered 135,280. Of these, 127,338 were registrations at $1 each, including a certificate, and 5,736 were registrations of photographs without certificates, at 50 cents each. There were also 2,206 registrations of renewals, at 50 cents each. The fees for these registrations amounted to a total of $131,309.

COPYRIGHT DEPOSITS

The total number of separate articles deposited in compliance with the copyright law, which have been registered, stamped, indexed, and cataloged, during the fiscal year is 235,122.

It is not possible to determine exactly how completely the works which claim copyright are deposited; but as title cards are printed and supplied upon request to other libraries for all books received bearing United States notice of copyright, the demand for such cards for works not received furnishes some indication of possible percentage of failure to deposit.

In response to inquiries received during the year from the Card Division, the Order Division, and the Reading Room in regard to 631 books supposed to have been copyrighted but not discovered in the library, it was found that 35 of these works had been received and were actually in the Library, 122 books had been deposited and still in the Copyright Office, 30 works were either not published, did not claim copyright, or for other valid reasons could not be deposited, while in the case of 248 works no answers to our letters of inquiry had been received up to June 30, 1921. Copies were received of 196 works in all in response to requests made by the Copyright Office during the period of 12 months for the works published in recent years.

The total copyright deposits for the year included:

Printed volumes	19,306
Pamphlets and leaflets	35,636
Newspapers and magazines	68,148
Dramas	3,545
Pieces of music	47,688
Maps	3,322
Photographs	13,649
Prints	14,520
Motion pictures	9,210
Contributions to periodicals	13,125
Works of art and drawings	3,982
Lectures	198

These were all produced in the United States. From abroad there were received 2,546 books in foreign languages and 247 books in English.

During the fiscal year a total of 102,789 articles deposited have been transferred to the Library of Congress. This number included 16,632 books, 50,589 periodicals, 29,125 pieces of music, 3,355 maps, and 3,088 photographs and engravings.

Out of the total number of articles deposited in the Coypright Office during the period from July 1, 1909, to June 30, 1921 (2,288,270), there have been transferred to the Library of Congress 217,555 books, 285,911 pieces of music, 61,354 maps, 46,351 photographs and prints, 442,154 newspapers and magazines—a total of 1,053,325 pieces during 12 years. This transfer includes a total of 11,281 volumes for the War Service Library for the use of soldiers and sailors during the war, and 13,491 volumes of American poetry and drama sent to the Library of Brown University.

INDEX OF COPYRIGHT ENTRIES, CATALOG, BULLETINS AND CIRCULARS

The Copyright Act of 1909 (sec. 56) requires the Register of Copyrights to fully index all copyright registrations. This index is made by using card forms carefully prepared and printed. 223,044 cards were made during the fiscal year for this purpose. These cards are used as the printer's copy (properly edited) for the Catalogue of Copyright Entries required by law to be prepared and printed at periodic intervals. When returned from the printer after the revision of the proof about half of these cards are filed in their proper places in the permanent card indexes. During the year 135,280 cards of this character were so completed and filed. The various permanent indexes to the copyright registrations now contain nearly three and a half million cards. To save cost of duplication so far as practical, the title cards for copyrighted books prepared by the Catalogue Division of the Library of Congress are used in preparing printer's copy for the Catalogue of Copyright Entries, Part 1, Group 1 (*Books*). Of the 6,673 titles of books entered during the calendar year 1920, about 6,000 were so prepared.

The remaining titles were made in the Copyright Office by the Catalogue and Index Division, as well as the index cards required for all other works registered, the cards numbering, during 1920, nearly 220,000.

During the calendar year 1920, 136 numbers of Part 1, Group 1, of the Catalogue were published, containing the book titles, with complete record for all renewals for books, and complete annual index, 1,089 plus 266 pages; 12 monthly numbers of Part 1, Group 2, containing titles of pamphlets, contributions to newspapers, lectures, dramatic compositions, maps, and motion pictures, and a complete annual index, 1,952 closely printed pages; 4 quarterly numbers of Part 2, containing all registrations for newspapers and magazines, with annual index, 467 pages; 12 monthly numbers of Part 3, musical compositions, with complete list of renewals for music and lists of music used or licensed to be used for mechanical reproduction, together with complete annual

index, 2,589 compactly printed pages; and 4 quarterly numbers of Part 4, containing registrations of works of art and photographs and prints, with annual index, 410 pages.

The two Copyright Office bulletins most in demand, No. 14, containing the copyright laws, and No. 15, "Rules and Regulations for the registration of claims to copyright," were reprinted during the year. Information Circulars were printed as follows: No. 58, containing the President's Copyright Proclamation dated April 10, 1920 in regard to Great Britain and the British copyright Order in Council dated February 9, 1920, both effective on the 2d day of February, 1920, (6p. 8°); and No. 59, containing the President's Copyright Proclamation of December 9, 1920, in regard to Denmark (3p. 8°). A continuing demand for copies of the general Copyright Proclamation of April 9, 1910, necessitated a reprint of Information Circular No. 40 (2p. 8°).

LEGISLATION

On February 24, 1921, a joint resolution providing that certain motion-picture films and talking machine records registered under the United States copyright laws be sent to the Director of the National Museum for preservation, was introduced in the Senate by Hon. James D. Phelan of California. It was referred to the Senate Committee on Education and Labor, but there was no further action taken.

On April 13, 1921, Hon. Duncan U. Fletcher reintroduced his bill "to protect Government documents by copyright." The text of this bill is identical with Sec. 1 of the bill introduced on February 28, 1918.

A bill to amend section 1 of the copyright law of 1909, was introduced on June 21, 1921, by Hon. Florian Lampert and was referred to the Committee on Patents. The amendment consists in the addition of a further proviso to the first paragraph of sec. 1 (*e*), in the following words:

The copyright control shall not extend to public performances for profit of musical compositions where such performance is made from printed or written sheets or reproducing devices issued under the authority of the owner of the copyright.

My last year's report (1919-20, p. 130) noted the passage by the House of Representatives of the public printing bill, containing the provision that "no Government publication or any portion thereof shall be copyrighted," but no action was taken by the Senate on that bill before the adjournment of the 66th Congress. Early in the 67th Congress, a public printing bill was introduced in the Senate by Hon. Geo. H. Moses, on which no action has yet been recorded.

"A bill to consolidate, codify, revise, and reenact the general and permanent laws of the United States in force March 4, 1919," was introduced in the House by Hon. Edward C. Little on September 20. 1919, as H. R. 9389. Several prints of the bill were issued to December 17, 1920, and reports were printed March 27, 1920 and January 13, 1921. The bill passed the House on December 20, 1920, and was presented to the Senate on December 23, 1920. The bill was reintroduced in the 67th Congress as H. R. 12, April 11, 1921. It was reported without amendment May 13, 1921 (H. Rept. 68), passed the House on May 16, and was presented to the Senate and referred to the Committee on Revision of the Laws on June 27, 1921.

INTERNATIONAL COPYRIGHT

Under the authority of the act approved December 18, 1919, providing for retrospective copyright protection in the United States for works published abroad after August 1, 1914, and "before the date of the President's Proclamation of Peace" not heretofore copyrighted in the United States, a proclamation by the President was issued on April 10, 1920, in behalf of Great Britain (see my report 1919-20, pp. 141-147) and a similar proclamation in behalf of Denmark was issued on December 9, 1920 (see pp. 136-139 of this report).

Under the provisions of the Joint Resolution of Congress (Public No. 64, approved March 3, 1921) the act of December 18, 1919, became effective on March 3, 1921. Works published abroad in the English language after that date may be deposited in the Copyright Office for registration within 60 days after first publication to secure an ad interim copyright in the United States for four months from the date of receipt of the deposited copy and registration as provided by this act.

Under the provisions of the act of March 4, 1909, the benefits of section 1 (e), securing copyright control of the mechanical reproduction of music, were extended to the authors of Sweden by the President's proclamation of February 27, 1920 (see pp. 135-136 of this report).

"An Act to amend and consolidate the law relating to copyright" was passed by the Parliament of Canada during May and assented to on June 4, 1921. When its provisions are put into effect they will seriously embarrass the publishers of books and periodicals in the United States. In response to inquiries concerning this act it is printed in full in the addenda to ths report, pp. 141-168.

The enactment of this Canadian statute makes it imperative that some action be promptly taken to secure more satisfactory copyright relations between the United States and Canada. The fundamental difficulty heretofore has been the obligation to print in the United States books and periodicals and to manufacture here lithographs and photo-engravings, and the first step clearly indicated is the elimination by law of this requirement of American manufacture. The Authors' League of America is proposing the introduction of an amendatory act limited to the abrogation of all provisions of the Copyright Act of March 4, 1909, relating to American typesetting, etc., and to urge its prompt enactment by Congress. When that has been accomplished satisfactory reciprocal copyright protection between the two countries may be discussed and arranged for.

Report of the Librarian of Congress

Selections from Dr. Herbert Putnam's Annual Report

Washington, D. C., December 5, 1921

INCREASE OF THE LIBRARY

(From the report of the Chief of the Order Division, Mr. Slade)

Adopting the count of printed books and pamphlets made in June, 1902, as accurate, the total contents of the Library, inclusive of the Law Library, at the close of the past two fiscal years were as follows:

CONTENTS

	1920	1921	Gain
Books	2,831,333	2,918,256	86,923
Manuscripts (a numerical statement not feasible)			
Maps and charts (pieces)	166,448	170,005	3,557
Music (volumes and pieces)	884,227	919,041	34,814
Prints (pieces)	418,976	424,783	5,807

NET ACCESSIONS

	1920	1921
Printed books and pamphlets	120,777	86,923
Manuscripts (a numerical statement not feasible)		
Map and charts (volumes and pieces)	2,964	3,557
Music (volumes and pieces)	31,108	34,814
Prints (pieces)	9,947	5,807

GIFTS

Among the gifts received was one of a large lot of pamphlets, periodicals, and separate works that included some rare southern imprints dating before the Civil War, presented by Mr. Desha Breckinridge, Lexington, Ky., Miss Sophonisba Breckinridge, and Mr. Henry Breckinridge Washington, D. C., with the gift made by them of additions to the Breckinridge papers which they had previously presented. From Viscount Bryce came a collection of pamphlets, periodicals, and newspapers dealing with questions of the day, particularly with regard to affairs of Slavic nationalities. From Mr. and Mrs. Hugo W. Hesselbach, Washington, D. C., came a collection of German literature that formed the library of Mr. Hesselbach's father, the late William Randolph Hesselbach. From Mr. J. Henry Holcomb, custodian of the records, headquarters of the Grand Army of the Republic, Philadelphia, came, in accordance with the action of the National Encampment, sets of the journals of the National and Departmental Encampments. The additions made by Mr. and Mrs. Joseph Pennell to the Joseph and Elizabeth Robins Pennell collection of Whistleriana, presented by them to the Library in 1917, are noteworthy.

Gifts from publishers included various imported and non-copyrighted books, as well as certain copyrighted books, of which additional copies were desired: From the Bureau of National Literature, 20 volumes; M. Edouard Champion, 3 volumes; George H. Doran Company, 35 volumes; Doubleday, Page & Company, 34 volumes; E. P. Dutton & Company, 16 volumes; Funk & Wagnalls Company, 13 volumes; B. W. Huebsch Inc., 3 volumes; John Lane Company, 60 volumes; Longmans, Green & Company, 89 volumes; John W. Luce & Company, 1 volume; Andrew Melrose, Ltd., 4 volumes; John Hendy Nash, 1 volume; the Pioneer Company, 1 volume; Plon-Nourrit & Cie, 5 volumes; Frederick A. Stokes Company, 4 volumes.

PURCHASES

The total of purchases during the past year, tho not so great as in 1920, is considerably above the pre-war average. In that year the Library was in receipt of several collections of war material, which augmented the total receipt thru purchase. In addition, as during the past year, a number of orders that had been placed abroad were filled, which had remained unexecuted because of war conditions. Purchases of war material have been and must continue to be selective. For purchases, generally, with respect to quality, tho not as to number, obviously one of our chief sources is the auction roof. During the fiscal year 1920-21, the Library bid on 1,539 items offered for sale at auction, and obtained 1,046 of them, or a little less than 68 per cent of the number. The year before the Library similarly bid on 1,688 items, and obtained 1,093 of them, or nearly 65 per cent of the number. The results thus shown, are encouraging only within limits.

Purchase of a copy of the interesting block book of Italian origin, the "Opera noua contemplatiua" of Giovanni Andrea Vavassore, gives to the Library an interesting specimen of printing from engraved wooden blocks, and the first block book, other than in reproduction, that it has come to possess. Six incunabula have been added. Exceptional good fortune enabled us to obtain six rare issues of English colonial treaties with the American Indians. Mr. De Puy, in his bibliography of the subject, gives 50 entries for treaties negotiated between 1677 and 1768 that were separately printed. The Library now possesses in the original issue 21 of the 50.

Numerous titles in English and American literature of the eighteenth and nineteenth centuries significant for their literary, historical, or bibliographical interest have been added during the year; but a list of them would unduly swell this report.

In the Librarian's report for 1910 was noted the deposit in that year, by Mrs. John Boyd Thacher, of Albany, N. Y., of the collection of incunabula brought together by her husband, the late John Boyd Thacher. Mrs. Thacher, again manifesting the same public spirit that actuated her husband during his distinguished career, has now deposited in the Library Mr. Thacher's collection on the French Revolution.

DIVISION OF MANUSCRIPTS

At the instance of Dr. Gaillard Hunt, formerly Chief of the Division of Manuscripts, but now Editor for the Department of State and in charge of its Library and Archives, and upon

recommendation of the Secretary of State, the President of the United States directed the transfer to the Library of Congress (under the general authorization of the Act of Congress of February 25, 1903) of the originals of the Declaration of Independence and of the Constitution of the United States. The formal transfer was made at the Department of State on September 30 (1921), when Secretary Hughes delivered these historic documents to the Librarian of Congress.

The field of history is constantly broadening. Social, economic, educational, literary and art movements now claim the attention of the historian, and consequently are not to be neglected in the gathering of materials for his use. The development of the Nation can not be dealt with adequately without reliance on the papers of the Presidents of the United States. During the past year there have been noteworthy additions to the presidential series.

Mr. J. Pierpont Morgan's collection of Washington letters includes a number not in the Library's 400 volumes of Washington papers. In order to make his material available to historical scholars, Mr. Morgan graciously and generously had his letters photostated for this Library.

[The Library has also obtained other Washington papers and correspondence of Adams, Jefferson, Madison, Monroe, Jackson, Van Buren, Tyler, Polk, Fillmore, Buchanan, Lincoln, Johnson, Grant, Hayes, Garfield and McKinley.]

The Commodore John Rodgers papers furnish materials for the study of the beginning of the United States Navy.

Materials for Navy history have been added to appreciatively by the further gift of some 400 papers of Rear Admiral Charles Stillman Sperry. There are letters from the Second Peace Conference at The Hague in 1907, and an unpublished account of the cruise round the world of the Atlantic Fleet, 1907-9.

The Confederate States Treasury Department records of expenditures from its organization, September 19, 1861, to January 18, 1862; correspondence of the Treasury, including letters from collectors of customs; also quartermasters' correspondence; also letters and telegrams to the Secretary of War, C. S. A., are among the official papers deposited by the United States Treasury.

These records have been supplemented by the purchase of the correspondence and papers of George A. Trenholm, the last Secretary of the Confederate Treasury. The group includes information as to cotton shipments for Treasury account and loans negotiated in France and England.

By the gift of Hon. Henry Breckinridge, Trustee, formerly Assistant Secretary of War, the Library comes into possession of the papers of his father, the late Maj. Gen. Joseph Cabell Breckinridge, Inspector General of the Army, 1889-1904. The collection is especially rich in materials relating to the Spanish American War. This addition to the Breckinridge papers adds an important group to a collection which begins with the correspondence of John Breckinridge (in the second generation from a Scotch Covenanter who escaped to America after the restoration of the Stuarts), who was the author of the Kentucky Resolutions and of the legislation relating to the admission of Louisiana.

Mr. Justice Holmes supplemented his former gifts by bestowing on the Library seven volumes of manuscripts of Dr. Holmes's writings, including "The Poet at the Breakfast Table"; "Over the Teacups"; "A Mortal Antipathy" and "Our Hundred Days"; a volume of poems; the biography of Ralph Waldo Emerson; a volume of notes on Emerson; and the biography of John Lothrop Motley.

The demands on the material were more diversified this year than last. More important projects and a greater interest in historical research were made evident by the manner in which the material was used. Prof. John Bach McMaster, of the University of Pennsylvania, spent several months in the division, engaged on the continuation of his "History of the People of the United States." Prof. Edward Channing of Harvard College has been an occasional visitor in connection with his "History of the United States." Mr. Joseph Bucklin Bishop drew upon the Roosevelt papers here for much of the material used in "Theodore Roosevelt's Letters to his Children," and for his "Theodore Roosevelt and His Time as Shown in His Own Letters." Selections from the last-named correspondence are now on exhibition in the Library. Prof. John Spencer Bassett of Smith College, was occupied for six months on the Andrew Jackson correspondence, with the result of adding materially to the Jackson papers, thru gifts of papers located by him. This form of cooperation is beneficial both to the student and to the Library. Mr. James Truslow Adams worked in the division for several months on materials used in his "The Founding of New England." More than 130 different students registered for longer or shorter periods, and the daily average number of persons working was about 10.

DIVISION OF DOCUMENTS

During the fiscal year ending June 30, 1921, the accessions to the Library thru the Division of Documents were as follows:

	Volumes	Pamphlets
Received by virtue of law	3,334	4,720
Gifts of the Government of United States in all its branches	1,277	1,790
Gifts of State governments	2,911	9,227
Gifts of local governments	506	1,020
Gifts of foreign Governments	5,084	10,376
Gifts of corporations and associations	152	685
By transfer	833	1,491
Total received	14,097	29,309
By purchase, exchange, deposit, and transfer counted in Order Division)	3,290	2,673
By binding periodicals	812	.....
Total handled	18,199	31,982

In addition to the above, 2,541 maps and charts have been received by official donation.

The total number of volumes and pamphlets handled during the year was 50,181 as compared with 57,906 for the preceding year

The February Poster

THE program of the Year-Round Bookselling Campaign places special emphasis for February on books concerning American biography and history. The poster, which is going out to the booksellers, is one of the most successful that has yet been issued, and dealers are likely to give it honorary place on their walls long after the month is over. Black and white reproduction does not give the full effect, as in the color the figures of father and son are in bright orange and brown and the historical figures like a tapestry of blue and green.

Book Reviewers and Churches

AN article appears in the current number of the *Congregationalist*, which shows that one Ohio minister in that denomination has found that his parish is decidedly interested in current books, and interested also, to have them carefully discussed and the problems they present thrashed over:

In the hottest part of the summer, a pastor in a midwestern church announced on a Sunday morning that for a number of Wednesday afternoons at 4.30 he would review popular novels. With a twinkle in his eye, he said that, if no one cared to appear at the appointed hour, he would spend that time in reading other novels.

"He found the church editors of the local papers very willing to give free publicity. What was his delight, on arriving at the parish house the first afternoon, to find 110 people assembled to hear his review of Rose Macaulay's 'Potterism.' The next Wednesday afternon found a capacity audience. People were standing in the corridors and were perched in the balconies to hear his review of Sinclair Lewis's 'Main Street.' The attendance was over 220, altho the thermometer stood at 93 in the shade. Crowds ranging from 120 to hear the reviews of Mrs. Wharton's 'The Age of Innocence,' to over 300 to hear the review of 'The Brimming Cup,' convinced him that it is not necessary to have a moving picture show to secure a midweek attendance.

"In these book reviews the pastor told the story as simply as possible, and then very frankly preached as good a sermon as he could, on some of the problems presented. All the meetings were unsensational in style, the people being reverent and attentive."

Talks on Bookshops

A SERIES of short talks on "The Intimate Bookshops of New York" was the afternoon program of the New York Library Club on Thursday, January 19th. The Program Committee had invited the managers of different types of New York's growing group of bookshops to discuss bookselling from the point of view of their experience. Those who spoke were: Mrs. Mowbray-Clarke of the Sunwise Turn Bookshop. Frank Shay of Frank Shay's Bookshop and Miss Marion Cutter of the Children's Bookshop.

In the Field of the Retailer

A New Combination

THERE have been many suggestions during the past year that the book business could find healthy connection with many other lines of merchandise besides those with which books are accustomed to appear. Perhaps the most unusual recent news of such a definite accomplishment is that coming from Elizabeth H. West, State Librarian at Austin, Texas, who reports that in Dallas J. A. Majors Company of 1710 Commerce Street has an automobile shop and books happily combined. Miss West's description is as follows:

"Passing along a business street of Dallas, Texas, a few days ago, I noticed an automobile shop with books arranged on shelves on one side. The combination aroused my curiosity so that I stepped inside to inquire how it happened. I was told by the young man in charge that the shop was originally a book shop dealing in medical books; the main house being in New Orleans; and that automobiles had been added as a side line.

"I asked him how far the two lines had helped each other out; he replied that the automobile line had apparently had no effect upon the bookselling end of the business, but that the books had helped automobile sales, in that several physicians coming in to buy medical books had become interested in the automobiles with several resultant sales.

"Both lines seemed to be flourishing, and will soon be separated; for the present, however, this combination, unique so far as I know, is continued."

Still Buying a Book a Week

FIVE customers who started last year are still regularly buying their "book a week" according to the report of Will H. Johnson of W. B. Read & Co., Bloomington, Ill.

Mr. Johnson wrote an interesting account for the PUBLISHERS' WEEKLY last May of how he had put into practice the slogan of "Buy a Book a Week," and he has been pleased to find how many who took up the idea have not needed further urging to make the regular additions to their libraries.

A Store Correspondence Card

THE Little Bookstore in East Sixtieth Street, New York, has an attractive correspondence card that gives a personal touch to all the notices that go out. This card is 4¼ x 5½ and has a decorative border with the name and address of the shop in a scroll across the top. There is a good sized writing space, and it can be mailed at the one cent postage rate. This forms a very effective way of notifying people about books that have come to hand which should be of special interest to them.

Writing Sentiment for People

THOSE who either sell or use greeting cards, which have come to be such an important part of our every-day life, do not often stop to consider the careful thought that is given to the subject of getting the right sentiment into the right shape. A most interesting analysis of what people like in sentiments is given in an article in the January *American*, based on an interview with J. P. McEvoy, editor for the P. F. Volland Company, and well known to the book-trade for his energy and imagination of the book as well as the greeting card field.

Mr. McEvoy says that "You would be surprised to know how many people are yearning for somebody, and they are either too bashful to say it or they do not know how to write it so they send 'Yearning-for-you' cards. Other popular cards are the 'heart-home-and-mother' and the lonely theme. The best selling Valentine Day card Volland ever had carried the simple line, 'Aw, go on! Have a heart!' The best selling birthday card said 'Cheer up, everybody has 'em." As Mr. McEvoy points out, the editor of a magazine may study the tastes and ideas of the people and yet never know exactly what part of what he prints is most in line with public sentiment. The greeting card manufacturer is left in no such uncertainty. He has a very direct check on the sales, as people read what they buy and buy what they like to read.

Eighty Years a Bookstore

ADAMS Book Store at 165 North Main St., Fall River, has been celebrating its eightieth birthday.

It was founded in 1842 by Robert Adams and continued by his son, Edward S. Adams, until he retired in 1917 in favor of Laughlin W. McFarland who had been long connected with the store.

To celebrate the anniversary, one of the show windows of the store was filled with papers and mementoes of the days when Fall River was young. Among the papers were receipted bills covering many years, which showed that in those days it was very common to have annual settlements between retailers and manufacturers and also between these same merchants and their customers. It was not until the early seventies that bills began to be presented quarterly.

Among other papers was an order upon Robert Adams for schoolbooks for those children who could not afford to purchase their own. One of these was signed by Samuel Longfellow, brother of the poet, who was Unitarian minister there and chairman of the school committee. Edward S. Adams still retains his desk at the store tho taking no active part in the business.

Foreign Language Books

THAT there is less study of foreign languages in the colleges of the country than previously is indicated by the figures given out at a recent conference of eighteen leading colleges and universities at Chicago. Ten years ago, about twenty-five per cent of all the students were taking foreign languages; now, only twenty-one and one-third per cent. This is contrary to what would have been expected as the result of our wider interest in world affairs, and will mean less textbooks for that field and less literature in the foreign languages sold than heretofore. There has been an increase in the study of the sciences.

Leary's Location Threatened

THE time-honored site of the famous second-hand bookstore of Leary, Stuart & Co. at 9 South Ninth St. has been threatened by an ordinance introduced before the Philadelphia City Council whose object is to provide for the widening of Ludlow St. The object of this widening is to provide a delivery approach to the big new extension for Gimbel Bros. department store.

The action will be opposed by Hon. Edwin S. Stuart, head of this book business and former governor of Pennsylvania who moved the business to that location in 1877. Mr. Stuart explains that if it were a matter of civic improvement he would not complain but as it is merely a business proposition he believes that the bookstore should be left on the site where it is known to thousands thruout the country.

No Canadian Import Marking

BY an order-in-council just passed at Ottawa, the regulation of making necessary an imprint on all goods shipped into Canada has been again postponed and it seems unlikely that it will ever be revived.

This import regulation was originally planned for October 1st and then, because of objections received from importers, was delayed until January. The act of postponement is effective "until after the close of the next session of Parliament" the Parliament coming to session in March.

International Theatrical Exhibit

THE association, Kunst aan het Volk (Art for the People) will organize in January and February a theatrical exhibition in the Municipal Museum. A section will be devoted to literature concerning the modern theater in all its details. The printed catalog which will be sold at the exhibition will specially mention the names of the editors, the owners, and those who offered books, so that the booklet will become an important acquisition for the literature of the theater, that means a universal bibliography of the world's theater literature, a permanent guide for all those interested in the movement of the modern theater.

Current Clippings

Boni & Liveright will soon publish the first novel of Edna St. Vincent Millay.

There is a rumor that Cosmo Hamilton is making a stage play of A. S. M. Hutchinson's "If Winter Comes."

Amy Lowell started a brief lecture tour, January 11. She went first to Pittsburgh, then to Cleveland, Newark, Trenton, and New York. She will speak five times in New York City.

A woman was overheard asking in the John Wanamaker bookshop the other day for "The Woman With a Mirror." The clerk found that she meant "The Glass of Fashion."

ANOTHER novel by Knut Hamsun has been announced for publication by Knopf. It is "Wanderers," which combines the two original Norwegian novels "Under the Autumn Stars" and "A Wanderer Plays With Muted Strings." Other novels by Hamsun will follow at regular intervals.

AN EXPERIMENT unique in the theater will be launched by the Theatre Guild on Feb. 2, when it will begin the presentation of Shaw's newest play, "Back to Methuselah," at the Garrick Theatre. The length of the play is such that it will require three evenings for its presentation, and accordingly it will be given as a cycle.

"Back to Methuselah" has been available in book form for a number of months, published by Brentano's, but the presentation at the Garrick will be the first performance on any stage. By its readers it has been generally regarded as unactable—chiefly because of its length and the impossibility of condensing it, even if George Bernard Shaw were to give his consent.

ANNOUNCEMENT is just made at the University of Chicago that the contestants for the annual John Billings Fiske Prize in Poetry are required to have their manuscripts in the President's Office not later than March 1. The competition is open to all students in the university, both graduate and undergraduate. The subject, length and form of the verse are left to the discretion of the student. The winning poem will be awarded the prize of fifty dollars, and the university reserves the right of first publication. Selections from last year's prize winner (a cycle of short poems) were published in the *University Record*, the *Atlantic Monthly*, and *Poetry*. The prize was established in 1920 by Horace Spencer Fiske in memory of his father, a Phi Beta Kappa graduate of Union College, New York.

New Issue of Mileage Books

THE Senate passed on January 21st the Interchangeable Mileage Book Bill, which directs the Interstate Commerce Commission to authorize railroads to issue mileage books of from 1,000 to 5,000 miles at "just and reasonable rates." The National Association of Book Publishers has been co-operating with other national groups in pressing for some action of this kind, in order to make it more economical to keep men in the field.

It had been argued that a 2½ cent mile rate ought to be obtained, but the Bill leaves the rate to the Commission. Present mileage averages about 3.6 cents to a mile. The general impression is that the mileage will be issued at 2¾ or 3 cents a mile, or from $6.00 to $8.50 saving per 1,000 miles.

Navy Books Sold

A GREAT quantity of miscellaneous books, which had been stored in Brooklyn since the war, has been bought by Gimbel's New York Store and was placed on sale January 19th. This large collection of 40,000 volumes is not of the books that were put on the vessels by the War Service of the American Library Association, but is part of a quantity purchased by the navy itself before the A. L. A. established its connection with the ships. The books are entirely new and include a great many on travel, biography, several thousand *Everyman's Library*, etc.

Communications

TRAVEL BOOKS STOLEN

Army and Navy Club,
Washington, D.C.
Jan. 21st, 1922.

Editor, PUBLISHERS' WEEKLY:

Last August I rented my house at 1825 Q St., N. W., to a Dr. J. F. d'Vallier, who claimed to be a British subject, and was attached to the British Embassy. The man left Washington early in January leaving many creditors and I discover that he has removed and presumably sold about 500 volumes from my library consisting for the most part of travel, exploration, Northwest, Southwest, American Indians, military subjects and general books. To date I have traced only one book, Peary's "Farthest North," which was sold in Boston.

I would grealty appreciate the publication of this letter as it might be the means of enabling me to trace at least a portion of my property. There was also a painting of the Crystal Palace Glacier, Greenland, and several articles of silver.

D. L. BRAINARD,
Brig. General, U. S. A.,
Retired.

Ocean Rates Drop

THE cost of shipping from Europe is now about 120 per cent above the pre-war level, but has receded considerably from the highest rates of 1920.

Newly collected data from the Atlantic ports show that on general cargoes the cost per 100 pounds from the United Kingdom was 17 cents pre-war, $1.20 January, 1920, and at present 40 cents to 75 cents; from Hamburg, which was 20 cents before the war and which rose to $1.50 January, 1920, the rate is now 45 cents.

Personal

J. H. Lange, formerly with Barse and Hopkins, is now connected with Hall Brothers, Kansas City, Mo., and will represent them in New York and New Jersey, with their line of greeting cards.

W. C. BECKER, who has traveled for E. P. Dutton & Company the past 15 years has resigned to go with P. F. Volland & Co. For the past three years Mr. Becker sold the Dutton line to the larger New York trade succeeding the late Le Baron D. Scribner.

Periodical

Two well-known Whitaker publications are now to be issued under one cover, under the name of *The Bookseller and the Stationery Trades Journal.* It will be an illustrated monthly record of the book, stationery, leather goods and allied trades. It is published in London and the price is to be five shillings per annum.

Business Notes

BOSTON.—J. G. Williams, whose separation from the Williams Bookstores Co., Old South Meeting House, was announced this month, is now giving his entire time to the Talmud Society at 33 Newbury Street, where he is treasurer and general manager.

NEW YORK.—The Cornhill Publishing Co. of Boston has opened a New York branch at 7 West 49th Street.

MELBOURNE, AUSTRALIA.—J. B. Symons is no longer connected with Whitcombe and Tombs, Ltd. The Melbourne and Tombs' London branch will be continued under new management. All correspondence should be addressed to the head office at Christchurch, New Zealand.

PHILADELPHIA. — The Warham Book Shop will be opened on February 1st at 1524 Walnut St., by H. H. Warner and S. R. M. Stearns, both University of Pennsylvania graduates. They are to have the remodeled first floor of the house that was once the residence of S. Weir Mitchell. The stock will be general new books.

Changes in Price

THE WOMANS PRESS

Courage	from	$1.50	to	$1.00
Cheero	"	1.25	"	1.00
The Hall With Doors	"	1.75	"	1.50
The Supreme Gospel	cloth	.80	"	.75
Dreams and Voices	from	2.00	"	1.75
Tama	"	1.00	"	.75
Womans Point of View	"	1.25	"	1.00

Obituary Notes

JAMES BRYCE

VISCOUNT BRYCE died very suddenly at Sidmouth England on January 22.

He was one of the foremost scholars of politics and government in the world. This reputation he first acquired with the publication of "The Holy Roman Empire," a dissertation published when he was only 24 years old. He was for six years the Ambassador from Great Britain to this country and did more for the betterment of Anglo-American relations than any of his contemporaries. He was a famous mountain climber, and had scaled many peaks hitherto considered impossible. One of these was Mt. Ararat. He was a skilled linguist, writing and speaking six languages fluently in addition to English.

James Bryce was born in Belfast, Ireland, May 10, 1838. He was educated at the University of Glasgow, and later became a scholar at Trinity College, Oxford, where he took his degree in 1862. For fifteen years he practised as a barrister. More than thirty universities in all parts of the world have awarded him their highest honorary degrees.

Lord Bryce's famous works include:

"The Flora of the Island of Arran," 1859; "The Holy Roman Empire," 1862; "Report on the condition of Education in Lancashire," 1867; "The Trade Marks Registration Act, with Introduction and Notes on Trade Mark Law," 1877; "Transcaucasia and Ararat," 1877; "The American Commonwealth," 1888; "Impressions of South Africa," 1897; "Studies in History and Jurisprudence," 1901; "Studies in Contemporary Biography," 1903; "The Hindrances to Good Government," 1909; "South America: Observations and Impressions," 1912; "University and Historical Addresses." 1913; "Essays and Addresses on War," 1918; "Modern Democracies," 1921.

JOHN KENDRICK BANGS.

JOHN KENDRICK BANGS, the author, died at Atlantic City on January 21. He was taken ill about two weeks before and two operations have been necessary. The third was abandoned before it was completed because of the author's weakness and he did not regain consciousness at the end. About two weeks ago it was thought he could not live twenty-four hours, but his characteristic humor came to his aid and to the amazement of his physicians he rallied.

He was born in Yonkers, May 27, 1862. He graduated from Columbia in 1883, and thereafter studied law. He was well known in civic and political circles as well as among men of letters. In 1918 he went to France for the Y. M. C. A. and the American Committee for Devastated France. One of his lectures was interrupted by an air raid. He is survived by his wife and three sons.

The list of his works includes:

"Roger Camerden," 1886; "Katherine," 1887; "The Lorgnette," 1887; "Mephistopheles," 1888; "New Waggings of Old Tales," 1888; "Tiddleywinks Tales," 1890; "The Tiddleywinks Poetry Book," 1890; "In Camp With a Tin Soldier," 1891; "Coffee and Repartee," 1893; "The Water Ghost," 1893; "Three Weeks in Politics," 1894; "The Idiot," 1895; "Mr. Bonaparte of Corsica," 1895; "A House-Boat on the Styx," 1895; "A Rebellious Heroine," 1896; "The Pursuit of the House Boat," 1897. "Paste Jewels," 1897; "The Mantle Piece Minstrels," 1897; "Ghosts I Have Met," 1898; "Peeps at People," 1898; "The Enchanted Typewriter," 1899; "Cobwebs From a Literary Corner," 1899; "The Idiot at Home," 1900; "Olympian Nights," 1902; "Uncle Sam, Trustee," 1902; "Emblemland," 1902; "Over the Plum Pudding," 1902; "Molly and the Unwise Man," 1902; "Proposal Under Difficulties," 1905; "The Worsted Man," 1905; "Lady Teazle,"

JOHN CHAPMAN ROCKWELL

JOHN CHAPMAN ROCKWELL, who died in Port Chester, N. Y., on January 4th, was widely known as a schoolman and a bookman. He was born in Danbury, Conn., sixty-two years ago, and his early education was acquired in the common schools of that section. He entered the teaching profession upon his graduation from the Potsdam Normal School and, after teaching for several years in Bronxville, he assumed charge of the local schools system of Port Chester. Later he purchased a controlling interest in the Schermerhorn Teachers' Agency. He subsequently retired from that connection to become district superintendent in Westchester County. At the time of his death, he was an agent for Hinds, Hayden & Eldredge, Inc., of New York. He was widely acquainted in New York State and New England and numbered very many warm personal friends among the schoolmen and bookmen with whom he came in contact.

New York Booksellers Meet

THE New York Booksellers' League held its first dinner of the year at the Hotel Breevort on January 18th. The evening's speakers included, in addition to the Hon. David O'Connell who presided in the absence of Mr. Wilson, Mr. Shaw Desmond, author of "Gods," "Passion," "Democracy," etc., and Mr. John Farrar, editor of the *Bookman*. Mr. William Beebe who was announced was unable to come.

The Membership Committee seems to be growing more active. At this meeting it was announced that nine new members had been added.

Directory of Publishers, Printers and Authors Issuing Books During 1921

A—No. 1 Publishing Co., Erie, Pa.
Abbatt (William), 28 W. Elizabeth St.. Tarrytown, N. Y.
Abel Publishing Co., 401 Caxton Bldg., Cleveland, O.
Aberthaw Construction Co., Boston, Mass.
Abingdon Press, 150 Fifth Ave., New York.
Academy of Political Science, Columbia University, Broadway, 116th St., New York.
Adams Press, 240 Broadway, New York.
Adjutant-General's Office, Boston, Mass.
Advertiser (The), Elmira, N. Y.
Aetna Explosive Co., 165 Broadway, New York.
Alabama State Department of Archives and History, Montgomery, Ala.
Albany Evening Journal, Albany, N. Y.
Alberta Publishing Co., 333 E. 17th St., New York.
Albig (George L.), Ridgefield Pk., N. J.
Alden (C. K.), 47 Mather St., Dorchester Center, Mass.
Allen, Lane & Scott, 1211 Clover St., Philadelphia, Pa.
Altemus (Henry) Co., 1326 Vine St., Philadelphia, Pa.
Allied Code Co. of the U. S., 233 B'way, New York.
Allyn & Bacon, 50 Beacon St., Boston, Mass.
American Academy of Political and Social Science, 36th St. and Woodland Ave., Philadelphia, Pa.
American Acceptance Council, 111 Broadway, New York.
American Antiquarian Society, Worcester, Mass.
American Association for International Conciliation, 407 W. 117th St., New York.
American Association for Organizing Family Social Work, 130 E. 22nd St., New York.
American Automobile Digest, Butler Bldg.. Cincinnati, O.
American Bankers' Association, 5 Nassau St., New York.
American Baptist Publication Society, 1701 Chestnut St., Philadelphia, Pa.
American Bee Journal, Hamilton, Ill.
American Bible Society, Bible House, 8th St. and Astor Pl., New York.
American Book Co., 100 Washington Sq., New York.
American Bureau of Engineering, 1601 S. Michigan Ave., Chicago, Ill.
American Bureau of Metal Statistics, 115 B'way, New York.
American Bureau of Trade Extension, Washington, D. C.
American Child Hygiene Association, 1211 Cathedral St., Baltimore, Md.
American Citizen Publishing Co., Iowa City, Ia.
American Civil Liberties Union, 138 W. 13th St., New York.
American Commerce Association, Chicago, Ill.
American Committee of Justice, 1904 Adeline St., Oakland, Calif.
American Committee on Conditions in Ireland, 501 Fifth Ave., New York.
American Dyes Institute, 130 W. 42nd St., New York.
American Economic Association, Princeton, N. J.
American Educational Co., 314 W. Superior St., Chicago, Ill.
American Ethical Union, 2 W. 64th St., New York.
American Exchange National Bank, 128 Broadway, New York.
American Exporter, 17 Battery Pl., New York.
American Express Co., New Business Dept., New York City.
American Geographic Society, Broadway and 156th St., New York.
American Institute of Accountants, Endowment Fund, 132 Cedar St., New York.
American Institute of Architects, 313 E. 23rd St., New York.
American Institute of Mining and Metallurgical Engineers, 25 W. 39th St., New York.
American Issue Publishing Co., Westerville, O.
American Jewish Book Co., 148 E. 57th St., New York.
American Library Association Publishing Board, 78 E. Washington St., Chicago, Ill.
American Museum of Natural History, Columbus Ave. and 77th St., New York.
American New Church Tract and Publishing Society, 2129 Chestnut St., Philadelphia, Pa.
American Numismatic Society, B'way and 155th St., New York.
American Peace Society, 613 Colorado Bldg., Washington, D. C.
American Photographic Co., 221 Columbus Ave., Boston, Mass.
American Poultry Journal, 523 Plymouth Court, Chicago, Ill.
American Poultry School, 115 E. 31st St., Kansas City, Mo.
American Press, 439 Lafayette St., New York.
American Publicity Committee, Iowa City, Ia.
American Radiator Co., 140 W. 42d St., New York.
American Red Cross, 17th St. bet. D. and E., N. W., Washington D. C.
American Sabbath Tract Society, Babcock Bldg., Plainfield, N. J.
American Scandinavian Foundation, 25 W. 45th St., New York.
American School of Home Economics, 506 W. 69th St., Chicago, Ill.
American Silk Journal, 373—4th Ave., New York.
American Social Hygiene Association, 105 W. 40th St., New York.
American Sports Publishing Co., 45 Rose St., New York.
American Sunday School Union, 1816 Chestnut St., Philadelphia, Pa.
American Technical Society, Drexel Ave. and 8th St., Chicago, Ill.
American Tract Society, Park Ave. and 40th St., New York.
American Veterinary Publishing Co., 9 S. Clinton St., Chicago, Ill.
American Warehousemen's Association, General Committee on Central Bureau, Pittsburgh, Pa.
Amherst Publishing Co., Amherst, N. H.
Anderson (W. H.) Co., 524 Main St., Cincinnati, O.
Anderson Publishing Co., Los Angeles Cal.
Andrae (E. H.), 1801 Young St., Dallas, Tex.
Anglo and London Paris National Bank, Sutter and Sansome Sts., San Francisco, Cal.
Apostolic Way, Union City, Ga.
Appalachian Mountain Club, Boston, Mass.
Appeal to Reason, Girard, Kas.
Appleton (D.) & Co., 35 W. 32d St., New York.
Arbor Press, Greenwich, Conn.
Arcady Press & Mail Advertising Co., 222 Stark St., Portland, Ore.
Architectural & Building Press, 24 W. 39th St., New York.
Architectural Book Publishing Co., 31 E. 12th St., New York.
Architectural Record Co., 119 W. 40th St., New York.
Archives of Psychology, Substation 84, New York.
Arens (Egmont H.), 27 W. 8th St., New York.
Arkansas Bureau of Mines, Manufactures and Agriculture, Little Rock, Ark.
Armour & Co., Union Stock Yards, Chicago, Ill.
Armour's Bureau of Agricultural Research and Economics, Chicago, Ill.
Arnold (H. V.), Larimore, N. D.
Arnold (Walter L.), Guilford, Me.
Art Printing Co., 813 Trent Ave., Spokane, Wash.
Aryan Theosophical Press, Point Loma, Cal.
Associated Industries of Massachusetts, 1034 Kimball Bldg., Boston, Mass.
Association Press, 347 Madison Ave., New York.
Association of Official Agricultural Chemists, Washington, D. C.
Atlantic Monthly Press, 8 Arlington St., Boston, Mass.
Atlas Printing Co., Binghamton, N. Y.
Atkinson (Wilmer) Co., 232 W. Washington Sq., Philadelphia, Pa.
Atwood (William F.), 52 Chauncey St., Boston, Mass.
Augsburg Publishing House, 452 S. 4th St., Minneapolis, Minn.
Augustana Book Concern, Rock Island, Ill.

Austin Publishing Co., Los Angeles, Cal.
Authors Club, 7th Ave. and 56th St., New York.
Auto Vacuum Freezer Co., Inc., 220 W. 42nd St., New York.
Automobile Blue Books Corp., 239 W. 39th St., New York.
Automobile Club of America, 247 W. 54th St., New York.
Automobile Engineering Co., 14 W. Washington St., Chicago, Ill.
Ave Maria Press, Notre Dame, Ind.
Axerod (Jay), St. Paul, Minn.
Ayer (N. W.) & Son, 308 Chestnut St., Philadelphia, Pa.
Babcock & Wilcox Co., 85 Liberty St., New York.
Bacon & Brown, Cambridge 38, Mass.
Badger (Richard G.), 194 Boylston St., Boston, Mass.
Bagnasco Press, 226 Lafayette St., New York.
Bailey (A. R.), Box 822, Seattle, Wash.
Baker (Judge) Foundation, Boston, Mass.
Baker (Walter H.) & Co., 5 Hamilton Pl., Boston, Mass.
Baker & Taylor Co., 354 Fourth Ave., New York.
Baker, Voorhis & Co., 45 John St., New York.
Baker's Helper Co., 327 S. La Salle St., Chicago, Ill.
Baldwin Law Book Co., 523 Court Pl., Louisville, Ky.
Ballantyne (James), 6 Greenville St., Roxbury, Mass.
Ballantyne (W.) & Sons, 1409 F St., N. W., Washington, D. C.
Baltimore Department of Legislative Reference, Baltimore, Md.
Bancroft-Whitney Co., 200 McAlister St., San Francisco, Cal.
Bankers Service Co., Los Angeles, Cal.
Bankers Trust Co., 16 Wall St., New York.
Banks Law Publishing Co., 23 Park Pl., New York.
Banta (George) Publishing Co., Menasha, Wis.
Baptist Standard Publishing Co., Dallas, Tex.
Baraboo News Publishing Co., Baraboo, Wis.
Barber (J. F.), 1012-18 Filbert St., Philadelphia, Pa.
Bardeen (Charles William), 315 E. Washington St., Syracuse, N. Y.
Barker (E. Frye), 15 W. 107th St., New York.
Barnes (A. S.) & Co., 30 Irving Pl., New York.
Barron (Robert), Arden, Del.
Barrows (Frank E.), 165 Broadway, New York.
Barry (James H.) Co., 1122 Mission St., San Francisco, Cal.
Barse & Hopkins, 23 E. 26th St., New York.
Baruch (Bernard Mannes), 15 E. 49th St., New York.
Beacon Book Shop, 26 W. 47th St., New York.
Beacon Press, 25 Beacon St., Boston, Mass.
Beally (J. A.), 245 N. Hope St., Los Angeles, Cal.
Beckley-Cardy Co., 312 W. Randolph St., Chicago, Ill.
Bee (Henry) Co., 32 Union Sq., New York.
Beebe (Theodore Eaton), 1334 E. Second St., Long Beach, Cal.
Belgian Specialty House, 6340 S. Racine St., Chicago, Ill.
Bell (James A.) Co., Elkhart, Ind.
Bell Book & Stationery Co., 914 E. Main St., Richmond, Va.
Bender (Matthew) & Co., 109 State St., Albany, N. Y.
Benignus (Wilhelm), 330 E. 69th St., New York.
Bensinger (C.) Co., 15 Whitehall St., New York.
Benziger (Blase) & Co., 98 Park Pl., New York.
Benziger Bros., 36 Barclay St., New York.
Bergen County Historical Society, Hackensack, N. J.
Bernheim (Beatrice B.), 404 Riverside Drive, New York.
Bethel Publishing Co., New Carlisle, O.
Betts (Cravem L.), Great Kills, N. Y.
Bibliophile Society, Boston, Mass.
Bible Institute Colportage Association, 826 La Salle Ave., Chicago, Ill.
Biblioteca Romana, 72 Greenwich St., New York.
Biddle Press, 12th and Cherry St., Philadelphia, Pa.
Biddle Publishing Co., 19 W. 44th St., New York.
Bigelow-Brown & Co., 286 Fifth Ave., New York.
Biological Society of Washington, Washington, D. C.
Blackstone Memorial Library, Branford, Conn.
Blake (Mrs. Katherine A.), Tarrytown, N. Y.
Blakiston's (P.) Sons & Co., 1012 N. Walnut St., Philadelphia, Pa.
Blied Printing Co., Madison, Wis.
Bloch Publishing Co., 26 E. 22d St., New York.
Blogg (H. A.), 2506 St. Paul St., Baltimore, Md.
Blue Cross Society, Springfield, Mass.
Blyth, Witter & Co., 521 Trust & Savings Bldg., Los Angeles, Cal.
Bobbs-Merrill Co., 18 University Sq., Indianapolis, Ind.
Boericke & Tafel, 1011 Arch St., Philadelphia, Pa.
Bogue (B. N.), Indianapolis, Ind.
Bogue (Virgil), Clarendon St. cor. Mt. Albion Ave., Albion, N. Y.
Bolton Publishing Co., Jacksonville, Fla.
Boni & Liveright, 105 W. 40th St., New York.
Bonnier (Albert), 561 Third Ave., New York.
Bookfellow (The), 4917 Blackstone Ave., Chicago, Ill.
Bookwater-Ball Printing Co., Century Bldg., Indianapolis, Ind.
Borton (Francis), Riverside, Calif.
Boston Public Library, Boston, Mass.
Boston. Statistics Department, 73 City Hall, Boston, Mass.
Bowker (R. R.) Co., 62 W. 45th St., New York.
Boyden (W. L.), 16th and S. Sts., Washington, D. C.
Bradley (Milton) Co., 43 Cross St., Springfield, Mass.
Braid & Hutton, 10 Whitaker St., Savannah, Ga.
Brandow (John Henry), 59 Manning Blvd., Albany, N. Y.
Branham (Ben. P.) Co., 951-957 Insurance Exchange, Chicago, Ill.
Braunworth & Co., 80 Broadway, N. Y.
Brazier (Marion H.), Trinity Court, Boston, Mass.
Brentano's, 5th Ave. & 27th St., New York.
Brereton (Bernard John Stephen), Tacoma, Wash.
Brethren Publishing House, Elgin, Ill.
Brethren's General Mission Board, Elgin, Ill.
Brevity Publishing Co., Plymouth Bldg., Chicago, Ill.
Brewer (Luther Albertus), Cedar Rapids, Ia.
Brick & Clay Record, 610 Federal St., Chicago, Ill.
Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.
Brickor (George W.), New York.
Bridgman (Edward C.), Pelham, N. Y.
Brininstool (E. A.), 1428 S. Norton Ave., Los Angeles, Calif.
Brix (Maurice), Philadelphia, Pa.
Bromwell (Henrietta E.), 646 Williams St., Denver, Colo.
Brooklyn Daily Eagle, Washington St., cor. Johnson St., Brooklyn, N. Y.
Brown (R. L.), Box 15, No. 6, Salisbury, N. C.
Brown & Sharpe Manufacturing Co., Providence, R. I.
Brown (N. L.), 123 Lexington Ave., New York.
Brown University Library, Providence, R. I.
Browne (William Bradford), Box 432, North Adams, Mass.
Bruce Publishing Co., 129 Michigan Ave., Milwaukee, Wis.
Bruno (Guido), P. O. Box 1, Station D, New York.
Bryan (James William) Press, 324 Munsey Bldg., Washington, D. C.
Buffalo Foundation, Buffalo, N. Y.
Bundscho (J. M.), 58 E. Washington St., Chicago, Ill.
Bungalowcraft Co., Los Angeles, Cal.
Burbank (A. S.), 19 Court St., Plymouth, Mass.
Bureau of Industrial Research, 289 4th Ave., New York.
Bureau of Municipal Research, 261 Broadway, New York.
Bureau of Railway Economics, Home Bldg., Washington, D. C.
Burkley Printing Co., 417 S. 12th St., Omaha, Neb.
Burroughs Welcome & Co., 18 E. 41st St., New York.
Burt (A. L.) Co., 114-120 E. 23d St., New York.
Burton Publishing Co., 509 E. 9th St., Kansas City, Mo.
Busmell's Book Store, Montpelier, Vt.
Butler (H. A.), 710 Stambaugh Bldg., Youngstown, Ohio.
Butterick Publishing Co., 223 Spring St., New York.
Byrne (John) Co., 715 14th St., N. W., Washington, D. C.
Byrne Publishing Co., 57 E. Jackson Blvd., Chicago, Ill.
Cactus Club, Denver, Colo.
Cadmus Book Shop, 312 W. 34th St., New York.
Caldwell (A. B.) Publishing Co. 127 Central Bldg., Atlanta, Ga.

California Academy of Sciences, San Francisco, Cal.
California State Board of Health, San Francisco, Cal.
California Department of Agriculture, Sacramento, Cal.
California Fish & Game Commission, Sacramento, Cal.
California Historical Survey Commission, Sacramento, Cal.
California Secretary of State, Sacramento, Cal.
California State Board of Health, Sacramento, Cal.
California State Industrial Accident Commisssion, Sacramento, Cal.
California State Library, Sacramento, Cal.
California State Mining Bureau, Terry Bldg., San Francisco, Cal.
Callaghan & Co., 401 E. Ohio St., Chicago, Ill.
Calvary Baptist Church, Religious Literature Dept., 123 W. 57th St., New York.
Cambridge Public Library, Cambridge, Mass.
Capital City Press, Montpelier, Vt.
Capper (Arthur), Jackson & 8th St., Topeka, Kan.
Carlisle (A.) & Co., 221 Bush St., San Francisco, Cal.
Carnegie Endowment for International Peace, Washington, D. C.
Carnegie Foundation for the Advancement of Teaching, 576 Fifth Ave., New York.
Carnegie Institution of Washington, Washington, D. C.
Carnegie Library of Pittsburgh, Pittsburgh, Pa.
Carnegie Steel Co., Pittsburgh, Pa.
Carpenter (W. B.) Co., 422 Main St., Cincinnati, O.
Carr (H.), Caxton Bldg., Cleveland, O.
Carroccio Publishing Co., 105-113 Wooster St., New York.
Casa Editorial Lozano, San Antonio, Tex.
Caspar (C. N.) Co., 454 E. Water St., Milwaukee, Wis.
Cass Tech Printery, Detroit, Mich.
Catholic Education Press, 1326 Quincy St., N. E., Washington, D. C.
Central Book Co., 93 Nassau St., New York.
Central Fixation Publishing Co., 342 W. 42nd St., New York.
Central National Bank, Philadelphia, Pa.
Century Co., 353 Fourth Ave., New York.
Cerebroscope Co., 366 Lenox Ave., New York.
Chalif (Louis H.), 163 W. 57th St., New York.
Chamber of Commerce, Harrisburg, Pa.
Chamber of Commerce of the United States of America, Washington, D. C.
Chambers (Frank V.), 153 N. 7th St., Philadelphia, Pa.
Chapin (H. M.), Providence, R. I.
Charity Organization Society of the City of New York, 105 E. 22nd St., New York.
Chase (Joseph Smeaton), Palm Springs, Cal.
Chase National Bank of New York, 57 Broadway, New York.
Chelsea House, 79 7th Ave., New York.
Chemical Alliance, Inc., Office of Secretary, 1010 Arch St., Philadelphia, Pa.
Chemical Catalog Co., Inc., 1 Madison Ave., New York.
Chemical Publishing Co., N. 3d St., Easton, Pa.
Chemical Rubber Co., Cleveland, O.
Chevrolet Motor Co., Broadway & 57th St., New York.
Chew (S.) & Sons, Camden, N. J.
Chicago Community Trust, Chicago, Ill.
Chicago Daily News, 15 N. Wells St., Chicago, Ill.
Chicago Geographical Pubg. Co., Chicago, Ill.
Chicago Medical Book Co., 354 S. Honore St., Chicago, Ill.
Chicago Plan Commission, Chicago, Ill.
Chicago Single Tax Club, 1440 American Bond & Mortgage Bldg., Chicago, Ill.
Child Health Organization, 156 Fifth Ave., New York.
Child Printery, Lakeland, Fla.
Children Book Shop, 5 W. 47th St., New York.
Chile-American Association, 1133 Broadway, New York.
Chipman Law Publishing Co., Brookline, Mass.
Christian Board of Publication, 2712 Pine St., St. Louis, Mo.
Christian Century Press, Chicago, Ill.
Christian Endeavor World, Mt. Vernon & Joy Sts., Boston, Mass.
Christian Herald, Room 9e, Bible House, New York.
Christian Life Literature Fund, Room 600, Perry Bldg., Philadelphia, Pa.
Christian Witness Co., 1410 N. La Salle St., Chicago, Ill.
Christie (S. M.) Press, New Brunswick, N. J.
Christopher Publishing House, 1140 Columbus Ave., Boston, Mass.
Church (John) Co., 39 W. 32nd St., New York.
Church Book Shop, 108 Clark St., Brooklyn, N. Y.
Church Library Association, Cambridge, Mass.
Church of Jesus Christ of Latter-Day Saints, Salt Lake City, Utah.
Cincinnati Better Housing League, Cincinnati, O.
Cincinnati Schoolmaster Club, Cincinnati, O.
Citizens Medical Reference Bureau, 145 W. 45th St., New York.
City Club, 55 W. 44th St., New York.
Clark (George Hardy), 411 Marine Bank Bldg., Long Beach, Cal.
Clemens (William M.), Pompton Lake, N. J.
Cleveland Americanization Committee, Raymond Moley, 1215 Swetland Bldg., Cleveland, O.
Cleveland Board of Education, Cleveland, O.
Cleveland Foundation Committee, 1215 Swetland Bldg., Cleveland, O.
Cleveland Trust Co., Cleveland, O.
Clifford & Lawton, 373 Fourth Ave., New York.
Clio Press, Iowa City, Ia.
Clode (E. J.), 156 Fifth Ave., New York.
Clyatt (Harry B.), P. O. Box 25, Ft. Thomas, Ky.
Coburn (Frank Warren), 31 Percy Rd., Lexington, Mass.
Cochrane (H. S. B. W.) Corp., 17th St. & Allegheny Ave., Philadelphia, Pa.
Coleman (Glen M.), Mt. Vernon, Ia.
Collamore, Gilman & Co., 15 E. 56th St., New York.
College Book Co., Columbus, O.
Collier (P. F.) & Son Co., 416 W. 13th St., New York.
Colorado Agricultural College, Fort Collins, Colo.
Colorado Bureau of Mines, Denver, Colo.
Colorado College of Divine Science, Denver, Colo.
Colorado Geological Survey, Boulder, Colo.
Colorado Mountain Club, 3120 W. 23rd Ave., Denver, Colo.
Columbia Publishing Co., Washington, D. C.
Columbia Trust Co., 60 Broadway, New York.
Columbia University Press, 2960 Broadway, New York.
Columbia University Press Bookstore, 2960 Broadway, New York.
Columbian Printing Co., 815 14th St., N. W., Washington, D. C.
Commercial Engraving Publishing Co., Indianapolis, Ind.
Commissioner of Immigration, Bismarck, N. D.
Committee on Cooperation in Latin America, 25 Madison Ave., New York.
Communication, Suite 981-991, Rand, McNally Bldg., Chicago, Ill.
Community Council, Louisville, Ky.
Comstock (Byron H.), Portage, Wis.
Comstock Publishing Co., Ithaca, N. Y.
Concordia Publishing House, Jefferson Ave., cor. Miami St., St. Louis, Mo.
Conde Nast Press, Greenwich, Conn.
Connecticut Academy of Arts & Sciences, New Haven, Conn.
Connecticut State Board of Education, Hartford, Conn.
Connecticut State Board of Education, Hartford, vey, Hartford, Conn.
Connecticut State Library, Hartford, Conn.
Connecticut Valley Historical Society, Springfield, Mass.
Connecticut Woman Suffrage Assn., Hartford, Conn.
Consolidated Publishers, Chicago, Ill.
Consumers League of Eastern Pennsylvania, 814 Otis Bldg., Philadelphia, Pa.
Continental Printing Co., 344 W. 38th St., New York.
Cook Publishing Co., Athol, Mass.
Cooper Publishing Co., 121 E. 11th St., New York.
Co-operative League of America, 2 W. 13th St., New York.
Co-operative Service Bureau, Adrian, Mich.
Cornell University Library, Ithaca, N. Y.
Cornhill Co., 2A Park St., Boston, Mass.
Corporation Co. of Delaware, Equitable Bldg., Wilmington, Del.
Corporation Trust Co., 37 Wall St., New York.
Cosmo Press, 99 Mt. Auburn St., Cambridge, Mass.
Cosmopolitan Book Corporation, 119 W. 40th St., New York.
Courier Press, Bath, N. Y.

Courier Printing Co., Greenville, S. C.
Craigie Publishing Co., Detroit, Mich.
Crain (G. D.), 417 S. Dearborn St., Chicago, Ill.
Cram (George F.) Co., 109 N. Market St., Chicago, Ill.
Crane (C. D.), Box 724, Dayton, O.
Credit Guide, 415 Broadway, New York.
Critic & Guide Co., 12 Mt. Morris Park, New York.
Crocker (H. S.) Co., 565 Market St., San Francisco, Cal.
Croft (Delmer Eugene), New Haven, Conn.
Cropo (Henry H.), 81 Hawthorne St., New Bedford, Mass.
Crowell (T. Y.) & Co., 426 W. Broadway, New York.
Cumberland Pipe Line Co., Winchester, Ky.
Cummings (G. Duncan)), Los Altos, Cal.
Cunard Steamship Co., 24 State St., New York.
Cupples & Leon, 449 Fourth Ave., New York.
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Curtis Publishing Co., Independence Sq., Philadelphia, Pa.
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Davis (F. A.) Co., 1914 Cherry St., Philadelphia, Pa.
Davis (Frank P.), Enid, Okla.
Davis (T. C.) & Sons, 506 Race St., Philadelphia, Pa.
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Dearborn Publishing Co., Dearborn, Mich.
De Barthe (Joseph), 1306 Belmont St., N. W., Washington, D. C.
Delaware Reconstruction Commission, Dover, Del.
Delbridge Co., 206 Walnut St., St. Louis, Mo.
Democrat Printing Co., Madison, Wis.
Denison (T. S.) & Co., 154 W. Randolph St., Chicago, Ill.
Denison University, Granville, O.
Denlack (A.), Box 142, Osage City, Kan.
Denver Chemical Manufacturing Co., Denver, Colo.
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Detroit Board of Commerce, Detroit, Mich.
Detroit Board of Education, Detroit, Mich.
Detroit Institute of Arts, Detroit, Mich.
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De Waters (Lillian), Stamford, Conn.
Dewsnap (William), 324 5th Ave., New York.
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DiCio (John J.), 128 E. Main St., Norristown, Pa.
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Dictaphone (The), Woolworth Bldg., New York .
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Disston (Henry) & Sons, Philadelphia, Pa.
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Doubleday, Page & Co., Garden City, L. I.
Downing (H. U.), Columbus, Ga.
Drake (F. J.) Co., 1006 Michigan Ave., Chicago, Ill.
Drake (F. S.), 97 Woodward St., Detroit, Mich.
Drama League of America, Chicago, Ill.
Drew (Jerry D.), 63 Cliff St., New York.
Driver-Harris Co., Harrison, N. J.
Dry Goods Economist, 239 W. 39th St., New York.
Duffield & Co., 211 E. 19th St., New York.
Dunphy (Harold Morse), Spokane, Wash.
Dunster House Bookshop, 26 Holyoke St., Cambridge, Mass.
Dunwoody Institute Press, Minneapolis, Minn.
Dutton (E. P.) & Co., 681 Fifth Ave., New York
Earlham College, Richmond, Ind.
Eastern Illinois State Normal School, Charleston, Ill.
Eastern Supply Co., 302 Albee Bldg., Washington, D. C.
Eastern Underwriter Co., 86 Fulton St., New York.
Ebbert & Richardson, 5th & Sycamore Sts., Cincinnati, O.
Eckler (Peter) Publishing Co., P. O. Box 1218, New York.
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Ehrlich (David), 519 W. 138th St., New York
Electrical Trade Publishing Co., 53 W. Jackson Blvd., Chicago, Ill.
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Elkay Co., Box 344, Augusta, Ga.
Elliott (Joseph Corp.), 431 W. Jefferson St., Los Angeles, Cal.
Ellis Publishing Co., Battle Creek, Mich.
Elm Tree Press, Woodstock, Vt.
Emergency Fleet Corporation, Washington, D. C.
Encyclopedia Press, 119 E. 57th St., New York.
Engineering Magazine Co., 120 W. 32nd St., New York.
Essex Institute, 132 Essex St., Salem, Mass
Evangelical Press, Harrisburg, Pa.
Excelsior Press, North Adams, Mass.
Extension Press, 180 N. Wabash Ave., Chicago, Ill.
Fabijanovic (S.), 938 E. 12th St., Los Angeles, Cal
Fairfield Publishers, 8 E. 13th St., New York.
Favorite Magazine, 3518 S. State St., Chicago, Ill.
Faxon (F. W.) Co., 83 Francis St., Boston, Mass.
Feakins (W. B), Inc., Times Bldg., New York.
Federal Publishing Co., Minneapolis, Minn.
Federal Trade Information Service, 175 Fifth Ave., New York.
Federated Jewish Charities, 25 Tremont St., Boston, Mass.
Fellows Gear Shaper Co., Springfield, Vt.
Fellowship of Reconciliation, 108 Lexington Ave., New York.
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Felt & Tarrant Manufacturing Co., 1713 N. Paulina St., Chicago, Ill.
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Ferris-Windsor Co., Grand Rapids, Mich.
Fibre & Fabric, 127 Federal St., Boston, Mass.
Field & Fancy Publishing Corp., 205 W. 34th St., New York.
Fifty-Third National Bank, 14-18 W. 4th St., Cincinnati, O.
Fillmore Music House, 528 Elm St., Cincinnati, O.
Finanical Book Co., 49 Wall St., New York.
Financial Publishing Co., 17 Joy St., Boston, Mass.
Fine Arts Guild, 27 W. 8th St., New York.
Finnish Daily Publishing Co., 31 E. Michigan St., Duluth, Minn.
Firestone Ship by Truck Bureau, Firestone Pk., Akron, O.
Firestone Tire & Rubber Co., Akron, O.
First National Bank, Boston, Mass.
First Trust Co. of Hilo, Ltd., Hilo, Hawaii.
Fisk (Otis H.), Mercantile Library Bldg., Cincinnati, O.
Fiske & Co., 15 W. 46th St., New York.
Fitzpatrick, F. J. E., 254 4th Ave., New York
Fly (H. K.) Co., 9 Barrow St., New York.
Flynn Publishing Co., 30 N. La Salle St., Chicago, Ill.
Forbes (J. M.) & Co., 614 Sears Bldg., Boston, Mass.
Forest Press, Lake Placid Club, Essex Co., N. Y.
Four Seas Co., 188 Dartmouth St., Boston, Mass.
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Fowler (Alfred), 17 Board of Trade Bldg., Kansas City, Mo.
Fowler (H. N.) Co., Los Angeles, Cal.
Fowler (Hanson Roach), 104 S. Michigan Ave., Chicago, Ill.
Fowler (Harry Alfred), 17 Board of Trade Bldg., Kansas City, Mo.
Foxboro Co., Foxboro, Mass.
Franklin & Charles, Bethlehem, Pa

Franklaye Press, 117 West St., New York.
Franklin Publishing & Supply Co., 240 N. 16th St., Philadelphia, Pa.
Frazier (Mrs. Mabel C.), 507 Stewart Road, Columbia, Mo.
Free Press, Burlington, Vt.
French (Alfred Llewellyn), Cascade, Va.
French (S.), 28 W. 38th St., New York.
Frontier Press, 100 W. 21st St., New York.
Fry (Robert J.), Lewis & Clark High School, Spokane, Wash.
Frye (George Rex), Ford Bldg., Detroit, Mich.
Fuller (Arthur Franklin), Los Angeles, Cal.
Fundamental Truth Depot, Scottdale, Pa.
Funk & Wagnalls Co., 364 Fourth Ave., New York.
Gage Printing Co., Battle Creek, Mich.
Gant, L. L. (R. I. Box 2), Shreveport, La.
Gaw (Allison), University of Southern California Press, Los Angeles, Cal.
General Filtration Co., Cutler Bldg., Rochester, N. Y.
General Mission Board, Elgin, Ill.
General Service Schools Press, Fort Leavenworth, Kan.
General S. S. Board, Church of the Brethren, Elgin, Ill.
Geological Society of America, 15 W. 77th St., New York.
Geological Survey, University, Ala.
Georgetown University, School of Medicine, Washington, D. C.
Georgia State Department of Education, Atlanta, Ga.
Georgia State Geological Survey, Atlanta, Ga.
Gilbert (A. C.), New Haven, Conn.
Gill (J. K.) Co., 3d & Alder Sts., Portland, Ore.
Ginn & Co., 15 Ashburton Pl., Boston, Mass.
Glad Tidings Publishing Co., 202 S. Clark St., Chicago, Ill.
Glass Container Association of America, 3344 Michigan Ave., Chicago, Ill.
Globe Book Co., 175 Fifth Ave., New York.
God's Revivalist Press, Cincinnati, O.
Golf Importing Co., 26 W. 44th St., New York.
Good Housekeeping Magazine, 119 W. 40th St., New York.
Goodspeed (C. E.) Book Shop, 5A Park St., Boston, Mass.
Goodyear Tire & Rubber Co., Akron, O.
Gorham (E. S.), 11 W. 45th St., New York.
Gospel Trumpet Co., Anderson, Ind.
Goucher College, Baltimore, Md.
Government Printing Office, Washington, D. C.
Grabbe, Herman Henry, Pekin, Ill.
Grabhorn (Edwin & Robert), 47 Kearney St., San Francisco, Calif.
Graham (Andrew B.) Co., 332-334 C St., N. W., Washington, D. C.
Graham (C. W.), Ann Arbor, Mich.
Grand Army of the Republic, Madison, Wis.
Graphic Record Corporation, 29 Broadway, New York.
Graves (Ernest), 138 E. 37th St., New York.
Gray (H. W.) Co., 2 W. 45th St., New York.
Gray (W. D.)., 106 7th Ave., New York.
Great Western Smelting & Refining Co., Chicago, Ill.
Green, Mrs. Rena M., 234 Ogden Ave., San Antonio, Tex.
Green-Lucas Co., 307 E. Lombard St., Baltimore, Md.
Greene (E. H.), Box 282, Hannibal, Mo.
Greening Nursery Co., Monroe, Mich.
Greenwood Book Shop, Wilmington, Del.
Gregg Publishing Co., 77 Madison Ave., New York.
Gregory (R. L.), Box 116, Kansas City, Mo.
Gresham (R. O.), Temple, Tex.
Gridley (Albert L.), P. O. Box 204, Campbell, N. Y.
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Guaranty Trust Co., 140 Broadway, New York.
Guest (Gilbert), 15th & Castellar Sts., Omaha, Neb.
Guthrie (William Dameron), 28 Park Ave., New York.
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Hampshire Bookshop, Northampton, Mass.
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Hanford Press, 7 E. 15th St., New York.
Harcourt, Brace & Co., 1 W. 47th St., New York.
Harper & Bros., Franklin Sq., New York.
Harris, Winthrop & Co., 52 Broadway, New York.
Harrison (E. De V.), Penn Yan, N. Y.
Harrison Co., 42 E. Hunter S., Atlanta, Ga.
Hart, Shaffner & Marx, Chicago, Ill.
Hartford Library, Hartford, Conn.
Harvard University Press, Randall Hall, Cambridge 38, Mass.
Hatters' Supply House, Chicago, Ill.
Hawkins (N. A.), 318 Majestic Bldg., Detroit, Mich.
Haynes (J. E.), St. Paul, Minn.
Hays School of Combustion, 1412 S. Michigan Ave., Chicago, Ill.
Haysmar Publishing Co., Cleveland, O.
H'Doubler, Margaret N., Lathrop Hall, Madison, Wis.
Heartsease Publishing Co., 413 E. 51st St., New York.
Heath (D. C.) & Co., 50 Beacon St., Boston, Mass.
Heidelberg Press, 15th St. & Race Sts., Philadelphia, Pa.
Helburn (William), 418 Madison Ave., New York.
Heldt (Peter Martin), Nyack, N. Y.
Hellener & Co., Atchison, Kan.
Helper Press, Poughkeepsie, N. Y.
Henley (Norman W.) Publishing Co., 2 W. 45th St., New York.
Henry-Morrison Co., Madison, Wis.
Herald Publishing Co., Hodgenville, Ky.
Herald Publishing House, Lamoni, Ia.
Herder (B.) Book Co., 17 S. Broadway, St. Louis, Mo.
Herington Sun, Herington, Kan.
Herndon (John Goodwin), Rockingham Apartments, Washington, D. C.
Hertel (John A.) & Co., 9 S. Clinton St., Chicago, Ill.
Herzfeld (Emil), 117 W. 111th St., New York.
Heusser (Albert H.), 336 Godwin St., Paterson, N. J.
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Hill (W. M.), 22 E. Washington St., Chicago, Ill.
Hillis-Murgotten Co., 34 S. 2nd St., San Jose, Cal.
Hines (L. N.), State Superintendent of Public Instruction, Indianapolis, Ind.
Hinds, Hayden & Eldredge, 11 Union Sq., New York.
Hispanic Society of America, Broadway & 156th St., New York.
Hitchcock (Albert Spear), 1867 Park Road, Washington, D. C.
Hoeber (Paul B.), 69 E. 59th St., New York.
Holly Bluff Publishing Co., Macon, Ga.
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Hosterman (A. D.) Co., Main, cor. Limestone Sts., Springfield, Mass.
Houghtaling (Charles E.), 496 Broadway, Albany, N. Y.
Houghton Mifflin Co., 4 Park St., Boston, Mass.
Hovey (Albert S.), P. O. Box 908, Helena, Mont.
Howard (Asher), Minneapolis, Minn.
Howard (H.), 412 Old South Bldg., Boston, Mass.
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Hulander (Henry N.), 127 Halsey St., Brooklyn, N. Y.
Humanitarian Society, Quakertown, Pa.
Humphrey (W. F.), Geneva, N. Y.
Hunter (J. Paul), 401½ Church St., Nashville, Tenn.
Hunziker (Otto F.), La Grange, Ill.

Hurst & Co., 114 E. 23d St., New York.
Huston (A. J.), 92 Exchange St., Portland, Me.
Ideal Publishing Co., Los Angeles, Cal.
Illinois Board for Vocational Education, Springfield, Ill.
Illinois Department of Mines & Minerals, Springfield, Ill.
Illinois Department of Registration & Education, Urbana, Ill.
Illinois Farm Commission, Springfield, Ill.
Illinois Manufacturers' Costs Association, 76 W. Monroe St., Chicago, Ill.
Illinois Secretary of State, Springfield, Ill.
Illinois State Museum, Springfield, Ill.
Imprimerie Chauvelot, 54 W. 26th St., New York.
Independent Corporation, 311 6th Ave., New York.
Independent Publishing Co., Helena, Mont.
Indiana Department of Conservation, Indianapolis, Ind.
Indiana State Department of Public Instruction, Indianapolis, Ind.
Indiana University, Bloomington, Ind.
Industrial Accident Commission, 525 Market St., San Francisco, Cal.
Industrial Press, 148 Lafayette St., New York.
Institute for Crippled & Disabled Men, 101 E. 23d St., New York.
Institute for Public Service, 423 W. 120th St., New York.
Institute of American Meat Packers, 22 W. Monroe St., Chicago, Ill.
Institute of International Education, 419 W. 117th St., New York.
Institution for Savings, Newburyport, Mass.
Interchurch Press, 45 W. 18th St., New York.
International Association of Daily Vacation Bible Schools, 90 Bible House, New York.
International Book Publishing Co., 5 Beekman St., New York.
International Bible Students Association, Brooklyn, N. Y.
International Cable Directory Co., 15 W. 37th St., New York.
International Copyright Bureau, 2 Duane St., New York.
International Letter Club, Jersey City, N. J.
International Paper Co., 30 Broad St., New York.
International Press Syndicate, 711-732 Tribune Bldg., New York.
International Textbook Co., 438 Wyoming Ave., Scranton, Pa.
Investment Bankers Association of America, 111 W. Monroe St., Chicago, Ill.
Iowa Public Library, Sioux City, Ia.
Iowa State College of Agriculture & Mechanic Arts, Ames, Ia.
Iowa Department of Public Instruction, Des Moines, Ia.
Iowa State Historical Society, Iowa City, Ia.
Irish Diplomatic Mission, Washington, D. C.
Iroquois Publishing Co., University Block, Syracuse, N. Y.
Irving Press, 605 Fifth Ave., New York.
Italy America Society, 23 W. 43rd St., New York.
Item Publishing Co., Sellersville, Pa.
Jacobs (George W.) & Co., 1628 Chestnut St., Philadelphia, Pa.
Jaeger (E. C.), Riverside, Cal.
Jaisohn (Philip) & Co., 1524 Chestnut St., Philadelphia, Pa.
Janisch (J. F.) Book Co., Kirksville, Mo.
Japan Paper Co., 109 E. 31st St., New York.
Jenvy (F. B.), Cumberland, Md.
Jersey City Free Public Library, Jersey City, N. J.
Jersey Law Journal Publishing Co., Plainfield, N. J.
Jewish Publication Society of America, Broad St. & Girard Ave., Philadelphia, Pa.
Johns Hopkins University, Druid Hill Ave., cor. Linden Ave., Baltimore, Md.
Johns-Manville, Inc., Madison Ave. & 41st St., New York.
Johnson (Edith Cherry), Oklahoma City, Okla.
Johnson (Kathryn M.), P. O. Box 387, Brooklyn, N. Y.
Johnston Export Publishing Co., 370 7th Ave., New York.
Johnston (William G.) Co., Pittsburgh, Pa.
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Jones (F. H.) & Sons, Wayne, Neb.
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Jones (Gilmer A.), Franklin, N. C.
Jones (G. I.), 202 S. Clark St., Chicago, Ill.
Jones (Marshall) Co., 212 Summer St., Boston, Mass.
Jones & Baker, 50 Broad St., New York.
Josaphare (Lionel), Oakland, Cal.
Joslyn Engraving Co., Oklahoma City, Okla.
Journal of Electricity & Industry, 531 Rialto Bldg., San Francisco, Cal.
Journal of the U. S. Artillery, Fort Monroe, Va.
Journal Public Co., Devil's Lake, N. D.
Judson Press, 1701 Chestnut St., Philadelphia, Pa.
Juvenile Protective Association of Chicago, 816 S. Halsted St., Chicago, Ill.
Kadak (Paul K.), Scranton, Pa.
Kansas State Agricultural College, Manhatten, Kan.
Kansas Farmer, Topeka, Kan.
Kansas Medical Society, 304 Commerce Bldg., Topeka, Kan.
Kansas Wesleyan University, Salina, Kan.
Kelker (F.), Harrisburg, Pa.
Kellaway-Ide Co., Los Angeles, Calif.
Kellogg (S.) & Sons, Buffalo, N. Y.
Kelly (Albanis A.), Paoli, Pa.
Kenedy (P. J.) & Sons, 44 Barclay St., New York.
Kenilworth (Walter Winston), Boston, Mass.
Kennerley (Mitchell), 489 Park Ave., New York.
Kentucky State Department of Geology & Forestry, Frankfort, Ky.
Kentucky Geological Survey, Frankfort, Ky.
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Lawyers' Club, Buffalo, N. Y.
Lawyers' Co-operative Publishing Co., Aqueduct Bldg., Rochester, N. Y.
Laymans' Club of the Cathedral, Amsterdam Ave. & 110th St., New York.
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Legislative Reference Bureau, Harrisburg, Pa.
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Lewis Institute, Structural Materials Research Laboratory, Chicago, Ill.
Lewis (G. W.), Publishing Co., 4559 Forrestville Ave., Chicago, Ill.
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Liberatore (Umberto), 59 Yonkers Ave., Yonkers, N. Y.
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Maine State Library, Augusta, Me.
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Massachusetts Department of Labor & Industry, Boston, Mass.
Massachusetts Department of State, Boston, Mass.
Massachusetts Digest Associates, Inc., Boston, Mass.
Massachusetts Historical Society, Boston, Mass.
Massachusetts Institute of Technology, Cambridge, Mass.
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Massachusetts State Forester, Room 408, State House, Boston, Mass.
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Methodist Episcopal Church, South Publishing House, 810 Broadway, Nashville, Tenn.
Metric Metal Works, Erie, Pa.
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Metropolitan Museum of Art, Central Park, New York.
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Michigan Board of Education, Dept. of Instruction, Normal Training & Research, Detroit, Mich.
Michigan College of Mines, Houghton, Mich.
Michigan Historical Commission, Lansing, Mich.
Michigan Historical Society, Lansing, Mich.
Michigan Secretary of State, Lansing, Mich.
Michigan Superintendent of Public Instruction, Lansing, Mich.
Middlebury College, Middlebury, Vt.
Miller (Aaron), Flat Rock, Ind.
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Missouri State Board of Agriculture, Jefferson City, Mo.
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Modern Language Press, Milwaukee, Wis.
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New York (City) Public Library, 476 Fifth Ave., New York.
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New York Civil Service Employees Co., 5 Beekman St., New York.
New York Evening Post, 20 Vesey St., New York.
New York Historical Society, 170 Central Park West, New York.
New York Shipbuilding Corporation, Camden, N. J.
New York State Bureau of Statistics & Information, Albany, N. Y.
New York State Department of Health, Albany, N. Y.
New York State Department of Labor, Albany, N. Y.
New York State Divsion of Agriculture, Albany, N. Y.
New York State Joint Legislative Committee, Albany, N. Y.
New York State League of Women Voters, 303 Fifth Ave., New York.
New York State Library, Albany, N. Y.
New York State Public Service Commission, Albany, N. Y.
New York Times Co., 217 W. 43d St., New York.
New York (The) World Press Club Co., Pulitzer Bldg., New York.
New York Zoological Park, New York.
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Ohio Industrial Commission, Columbus, O.
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Parlette-Paget Co., Chicago, Ill.
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Parsons (S. L.) & Co., 45 Rose St., New York.
Patchen (G. H.), 13 Central Park West, New York.
Paulist Press, 120 W. 60th St., New York.
Peabody Museum, *see* Harvard University Library.
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Pennsylvania Department of Labor & Industry, Workmen's Compensation Bureau, Harrisburg, Pa.
Pennsylvania History Press, Haverford, Pa.
Pennsylvania State Bureau of Statistics & Information, Harrisburg, Pa.
Pennsylvania State College School of Agriculture, State College, Pa.
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Penrose (R. A. F.), Bullitt Bldg., Philadelphia, Pa.
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Philadelphia City History Society, Philadelphia, Pa.
Philadelphia Museums, Philadelphia, Pa.
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Philippine Islands Department of Agriculture & National Resources, Manila, P. I.
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Rhode Island Medical Society, 106 Francis St., Providence, R. I.
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Riverside Press, *see* Houghton Mifflin Co.
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Rochester Public Library, Rochester, N. Y.
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Rockefeller Institute of Medical Research, 66th St. & Ave. A, New York.
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Ronald Press Co., 20 Vesey St., New York.
Rose Print Co., 32 Vesey St., New York.
Rosicrucian Fellowship, Oceanside, Cal.
Rowny (J. F.) Press, Byrne Bldg., Los Angeles, Cal.
Roxburgh Publishing Co., 61 Court St., Boston, Mass.
Roycrofters (The), East Aurora, N. Y.
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Russian Information Bureau in the U. S., 233 Broadway, New York.

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Sage (Russell) Foundation, 130 E. 22nd St., New York.
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Saint Hubert Publishers' Co., 30 Dearborn St., Chicago, Ill.
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Sanford (Louis C.), 733 Peralta Way, Fresno, Cal.
San Francisco City Planning Commission, Room 236 City Hall, San Francisco, Cal.
San Francisco Law School, San Francisco, Cal.
San Francisco Museum of Art, San Francisco, Cal.
Santway Photo-Craft Co., Watertown, N. Y.
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Scarab Co., Urbana, Ill.
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School Journal, Winchester, O.
School of the Builders, Inc., 136 W. 72nd St., New York.
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Schwartz, Kirwin & Fauss, 42 Barclay St., New York.
Scientific American Publishing Co., 233 Broadway, New York.
Scott, Foresman & Co., 623 S. Wabash Ave., Chicago, Ill.
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Searchlight Publishing Co., Washington, D. C.
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Shay (Frank), 4 Christopher St., New York.
Shears Publishing Co., Lafayette, Ind.
Sheldon (J. D.) Co., 32 Union Sq., New York.
Shepard (Frank) Co., 140 Lafayette St., New York.
Sherman (J. D.), Jr., 132 Primrose Ave., Mt. Vernon, N. Y.
Shire (Walter Evander), Silver City, N. M.
Shrewsbury Publishing Co., 5525 S. Boulevard, Chicago, Ill.
Silver, Burdett & Co., 221 Columbus Ave., Boston, Mass.
Silverstein (A.), Box 544, Rochester, N. Y.
Simmons (Parker, P.), 112 E. 19th St., New York.
Simmons-Boardman Publishing Co., Woolworth Bldg., New York.
Simpson (Fannie L.), R. 3, Box 30, Nacogdoches, Tex.
Sinclair; Murray & Co., 565 5th Ave., New York.
Small, Maynard & Co., 41 Mt. Vernon St., Boston, Mass.
Smedley (Emma), 6 E. Front St., Media, Pa.
Smith (Edward Conrad), Weston, W. Va.
Smith (G. D.), 8 E. 45th St., New York.
Smith (R. E.), P. O. Box 209, Indianapolis, Ind.
Smith College, Northampton, Mass.
Smith-Kenney Co., 926 Commerce St., Tacoma, Wash.
Smith & Lamar, Broadway and Ninth Ave., Nashville, Tenn.
Smith's Port Publishing Co., 5 South St., New York.
Smithsonian Institution, Washington, D. C.
Smyth (W. H.), Fernwald, Berkeley, Cal.
Society of Industrial Engineers, 327 So. La Salle St., Chicago, Ill.
Soney & Sage Co., 42 Clinton St., Newark, N. J.
Song Specialists, New Britain, Conn.
Sons of the American Revolution, Jeremiah Wadsworth Branch, Hartford, Conn.
Sons of the American Revolution, 616 American National Bank Bldg., Richmond, Va.
Sotery Publishing Co., 62 Vernon Ave., Long Island City, N. Y.
South Bend Public Library, South Bend, Ind.
South Dakota School of Mines, Rapid City, S. D.
South-Western Publishing Co., Cincinnati, O.
Southern Alluvial Land Association, Memphis, Tenn.
Southern Baptist Convention Home Mission Bd., Atlanta, Ga.
Southern California Sociological Society, 3500 University Ave., Los Angeles, Cal.
Southern Historical Society, Richmond, Va.
Southern Pine Association, 600 Interstate Bank Bldg., New Orleans, La.
Southern Publishing Association, 2123—24th Ave., Nashville, Tenn.
Southern Publishing Co., Atlanta, Ga.
Southern Publishing Co., 2015 Jackson St., Dallas, Tex.
Spatula Publishing Co., Sudberry St., Boston, Mass.
Spears (Leo Leaston), 620-21 Majestic Bldg., Denver, Colo.
Special Libraries Association, Boston, Mass.
Spectator Co., 135 William St., New York.
Spon & Chamberlain, 120 Liberty St., New York.
Sports Publishing Co., St. Louis, Mo.
Springfield City Library, Springfield, Mass.
Staats (Harold), Ripley, W. Va.
Stafford Engraving Co., Indianapolis, Ind.
Stahara Publishing Co., Columbus, Ga.
Standard Printing Co., 220 S. 1st St., Louisville, Ky.
Standard Publishing Co., 9th St. cor. Cutter St., Cincinnati, O.
Standard Statistics Co., 47 West St., New York.
Stanford University, Stanford University, Cal.
Stanley (William H.), Buffalo, N. Y.
Stanton & Van Vliet Co., 2537 South State St., Chicago, Ill.
Star-Bulletin Press, Honolulu, H. I.
Star-News Publishing Co., Pasadena, Cal.
Stark Rolling Mill Co., Canton, O.
Stechert (G. E.) & Co., 151 W. 25th St., New York.
Stein (Francis Julius), 533 Chestnut St., Philadelphia, Pa.
Stephens (Hugh) Printing Co., Jefferson City, Mo.
Stewart Kidd Co., 121 E. 5th St., Cincinnati, O.
Stillman (Marshall) Assn., 461—4th Ave., New York.
Stillson (William C.), 10208 Euclid Ave., Cleveland, O.
Stillwell (Leander), Erie, Kan.
Stokes (Frederick A.) Co., 443 Fourth Ave., New York.
Story [Maragret McElroy-Frost], 1413 Walnut St., Swissvale, Pa.
Stratford Co., 12 Pearl St., Boston, Mass.
Strathmore Paper Co., Mittineague, Mass.
Strouse (Arthur Howard) Publishing Co., Berwyn, Ill.
Student Volunteer Movement for Foreign Missions, 25 Madison Ave., New York.
Stuyvesant Press, 25 Third Ave., New York.
Sully (G.) & Co., 373 Fourth Ave., New York.
Sunday School Times Co., 1031 Walnut St., Philadelphia, Pa.
Sunset Publishing House, 460—4th St., San Francisco, Cal.
Sunwise Turn, Inc., 51 E. 44th St., New York.
Swank (Harold A.), Greensboro, N. C.
Swift & Co., General Offices, 125 Monroe St., Union Stock Yards, Chicago, Ill.

Syracuse Public Library, Syracuse, N. Y.
Tadlock (James Marion), 503 Columbus St., Olympia, Wash.
Taylor Society, 29 W. 30th St., New York.
Teachers College, Columbia University, 120th St. and Broadway, New York.
Telegraph Printing Co., 26 Federal Sq., Harrisburg, Pa.
Telling (George Palmer), 359 Kensington Pl., Pasadena, Cal.
Temple Co., Sausalito, Cal.
Tennessee Geological Survey, Nashville, Tenn.
Tennessee State Department of Public Instruction, Nashville, Tenn.
Tenny Press, 318 W. 39th St., New York.
Texas State Department of Agriculture, Austin, Tex.
Texas State Department of Education, Austin, Tex.
Texas State Department of Health, Austin, Tex.
Texas Secretary of State, Austin, Tex.
Theatre Arts Magazine, 7 E. 42nd St., New York.
Theatre Supply Co., 124 W. 45th St., New York.
Theosophical Publishing Co., Point Loma, Cal.
Thompson (Wallace), 55 W. 44th St., New York.
Thomas-Ellis Co., Baltimore, Md.
Thoreau Museum of Natural History, Middlesex School, Concord, Mass.
Tide Water Oil Co., 11 Broadway, New York.
Tiernan-Dart Printing Co., 312 W. 6th St., Kansas City, Mo.
Tileston (Mrs. J. B.), Brookline, Mass.
Times Publishing Co., Oskaloosa, Ia.
Toomey (T. N.), 11 Aberdeen Pl., St. Louis, Mo.
Topsfield Historical Society, Topsfield, Mass.
Torch Press, Cedar Rapids, Ia.
Trade Union Educational League, 118 N. La Salle St., Chicago, Ill.
Traffic Publishing Co., 150 Lafayette St., New York.
Traffic Service Corporation, 418 S. Market St., Chicago, Ill.
Travelers Insurance Co., 700 Main St., Hartford, Ct.
Tri-State Business University, Toledo, O.
Troy Laundry Machinery Co., 23d cor. La Salle St., Chicago, Ill.
Truth Publishing Co., 1400 Broadway, New York.
Truth Seeker Co., 49 Vesey St., New York.
Tufts College Press, Tufts College, Mass.
Tulsa Tribune Co., Tulsa, Okla.
Tuttle Co., 11 Center St., Rutland, Va.
Typothetae, Baltimore, Md.
Ullery & Co., Brattleboro, Vt.
Underwriters Laboratories, 207 E. Ohio St., Chicago, Ill.
Union of American Hebrew Congregations, Duttenhofer Bldg., Cincinnati, O.
Unionist-Gazette Association, Somerville, N. J.
United Commercial Travelers Council, No. 337, Racine, Wis.
United Fruit Co., 131 State St., Boston, Mass.
United Lodge of Theosophists, 504 Metropolitan Bldg., Los Angeles, Cal.
United Lutheran Publishing House, S. E. cor. 9th and Sanson Sts., Philadelphia, Pa.
United Presbyterian Board of Foreign Missions, Philadelphia, Pa.
United Society of Christian Endeavor, Boston, Mass.
United States Corporation Co., 65 Cedar St., New York.
United States Geological Survey, Office of the Survey, Washington, D. C.
United States Infantry Association, Union Trust Bldg., Washington, D. C.
U. S. Naval Institute, Annapolis, Md.
U. S. Steel Corporation Bureau of Safety, Sanitation and Welfare, 71 Broadway, New York.
U. S. Steel Corporation, Pittsburg, Pa.
United States Sugar Publishing Co., Los Angeles, Cal.
Unity Press, 741 St. Nicholas Ave., New York.
Universal Detective Agency, Clinton, Ia.
Universal Text Book Co., 319 Mid-City Bldg., Chicago, Ill.
University Book Store, Syracuse, N. Y.
University of Buffalo, Buffalo, N. Y.
University of California, Berkeley, Cal.
University of Chicago Press, Chicago, Ill.
University of Colorado, Boulder, Colo.
University of Idaho, Moscow, Idaho.
University of Illinois, Urbana, Ill.
University of Indiana, Bloomington, Ind.
University of Iowa, Iowa City, Ia.
University of Kentucky, Lexington, Ky.
University of Michigan, Ann Arbor, Mich.
University of Minnesota, Minneapolis, Minn.
University of Missouri, Columbia, Mo.
University of North Carolina, Chapel Hill, N. C.
University of Oregon, Eugene, Ore.
University of South Carolina, Columbia, S. C.
University of South Dakota, Vermillion, S. D.
University of Southern California, Los Angeles, Cal.
University of the State of New York, Albany, N. Y.
University of Texas, Austin, Tex.
University of Virginia, Charlottesville, Va.
University of Wisconsin Press, Madison, Wis.
University Society, 44 E. 23rd St., New York.
Updike (D. B.), 232 Summer St., Boston, Mass.
Utah Agricultural College, Experiment Station, Logan, Utah.
Vail-Ballou Co., 200 Fifth Ave., New York.
Valentine Manual. See Brown, Henry C.
Vanderlip (F. A.), 111 Broadway. New York.
Van Dyne (A. Lyle), 1516 E. 62nd St., Chicago, Ill.
Van Nostrand (D.) Co., 8 Warren St., New York.
Vassar College, Poughkeepsie, N. Y.
Vaughan (James D.), Lawrenceburg, Tenn.
Vernon Law Book Co., 1016 Walnut St., Kansas City, Mo.
Victor Talking Machine Co., 114 N. Front St., Camden, N. Y.
Vieby (John), South Bend, Ind.
Vir Publishing Co., 200 N. 15th St., Philadelphia, Pa.
Virginia State Bureau of Labor and Industrial Statistics, Richmond, Va.
Virginia. State Library, Richmond, Va.
Vital Christianity Union, Columbus, O.
Volland (P. F.) & Co., 58 E. Washington St., Chicago, Ill.
Wagner (Harr) Publishing Co., 1112 Hearst Bldg., San Francisco, Cal.
Wagner (Joseph F.), 23 Barclay St., New York.
Wahr (George), Ann Arbor, Mich.
Walden Book Shop, 307 Plymouth Court, Chicago, Ill.
Waller, Elbert, Tamaroa, Ill.
Walter (William W.), Aurora, Ill.
War Camp Community Service, 1 Madison Ave., New York.
Ward (Artemus), 50 Union Sq., New York.
Wardwell (Linda Bell F.) Highland Terrace, Stamford, Conn.
Waring (Vechten) Co., 15 W. 37th St., New York.
Warne (Frederick) & Co., 26 E. 22nd St., New York.
Warner (J. L.), Phoenix, Ariz.
Warren (Fiske), Harvard, Mass.
Warren (Louis A.), Elizabethtown, Ky.
Warren (S. D.) Co., 120 Franklin St.. Boston, Mass.
Washington Association of New Jersey, Morristown, N. J.
Watt (W. J.) & Co., 31 W. 43rd St., New York.
Wayside Press, Los Angeles, Cal.
Webb Publishing Co., 59 E. 10th St., St. Paul, Minn.
Webster (Edward B.), Port Angeles, Wash.
Weimer Press, Rt. 8, Box 45, Los Angeles, Cal.
Welding Engineer Publishing Co., 608 S. Dearborn St., Chicago, Ill.
Wellman-Seaver-Morgan Co., Cleveland, O.
Welsh (Herbert), 995 Drexel Bldg., Philadelphia, Pa.
Wend (Milton), Tribune Bldg., New York.
Werner (Charles Jolly), 44 Whitehall St., New York.
Wesleyan University, Middletown, Conn.
West Publishing Co., 52 W. Third St., St. Paul, Minn.
West Virginia Geological Society, Morgantown, W. Va.
Western Institute of Accountancy, Commerce and Finance, Seattle, Wash.
Wheeler (M.), Evanston, Ill.
Whitcomb & Barrows, Huntington Chambers, Boston, Mass.
White (J. T.), & Co., 70 Fifth Ave., New York.
Whitehead (Russell F.), 132 Madison Ave., New York.
Whitlock's Book Store, 219 Elm St., New Haven, Conn.
Whitman (Albert) & Co., 144 S. Wabash Ave., Chicago, Ill.
Wichita Eagle Press, Wichita, Kans.
Wilcox (Delos Franklin), 73 Gleane St., Elmhurst, N. Y.

Wilde (W. A.) Co., 120 Boylston St., Boston, Mass.
Wildermann Co., 33 Barclay St., New York.
Wiley (John) & Sons, 432 Fourth Ave., New York.
Wilke (F. H.), 42 Court St., Morristown, N. J.
Willard (Garry A.), Boonville, N. Y.
William and Mary College, Library, Williamsburg, Va.
Williams (C. F.) & Sons, 36 Beaver St., Albany, N. Y.
Williams (J. H.), Atlas Bldg., 604 Mission St., San Francisco, Cal.
Williams & Wilkins Co., Waverly Pr., Mount Royal and Guilford Ave., Baltimore, Md.
Willis (John B.), Ironton, O.
Willys-Overland, Inc., Toledo, O.
Wilmington Society of the Fine Arts, Wilmington, Del.
Wilson (Calvert), 340 Wilcox Bldg., Los Angeles, Cal.
Wilson (H. W.) Co., 960 University Ave., New York.
Wilson (John Edward), Osborne, Kan.
Wilson (Joseph R.), University Club, 1510 Walnut St., Philadelphia, Pa.
Wilson, R. H., Oklahoma City, Okla.
Wilson (Thomas E.) & Co., 25 W. 45th St., New York.
Winona Publishing Co., Winona, Ind.
Winston (John C.) Co., 1006 Arch St.. Philadelphia, Pa.
Wireless Press, 326 B'way, New York.
Wisconsin Board of Public Land Commission, Milwaukee, Wis.
Wisconsin Geological and Natural History Survey, Madison, Wis.
Wisconsin Industrial Commission, Madison, Wis.
Wisconsin Board of Control, Madison, Wis.
Wisconsin State Board of Control, Madison, Wis.
Wisconsin. State Department of Public Instruction, Madison, Wis.
Wisconsin State Historical Society, Madison, Wis.
Wise (W. H.) & Co., Inc., 50 W. 47th St.. New York.
Wistar Institute of Anatomy & Biology, Philadelphia, Pa.
Woman's Home Companion, 381 Fourth Ave., New York.
Womans Home Missionary Society, 150—5th Ave., New York.
Woman's Press, 600 Lexington Ave., New York.
Women's Co-operative Alliance, Minneapolis, Minn.
Wood (B. F.) Music Co., 32 Doane St., Boston, Mass.
Wood (William) & Co., 51 Fifth Ave., New York.
Woodcox & Fanner, Battle Creek, Mich.
Woodruff Press Co., Lincoln, Neb.
Woodward (Frank Ernest), Wellesley Hills, Mass.
World Book Co., 333 Park Hill, Yonkers, N. Y.
World Peace Foundation, 40 Mt. Vernon St., Boston, Mass.
World Syndicate Co., Inc., 112 W. 40th St., New York.
Wright (Mrs. Zara), 213 S. Dearborn St., Chicago, Ill.
Writers Publishing Co., 9 W. 64th St., New York.
Myer (Samuel S.), Columbus, O.
Wynkoop Hallenbeck Crawford Co., 80 Lafayette St., New York.
Yachtman's Guide, 34 Milk St., Boston, Mass.
Yale University Press, 120 College St., New Haven, Ct.
Yawman & Erbe Manufacturing Co., 424 St. Paul St., Rochester, N. Y.
You Bet Publishing Co., The Stockade, Molakai, Hawaii.
Young (John R.), Blanding, Utah.
Young Men's Christian Assn., 347 Madison Ave., New York.
Y. M. C. A. Pennsylvania Railroad Branch, Philadelphia, Pa.
Young Printing Co., Paducah, Ky.
Youth Publishing Co., 576 Fifth Ave., New York.
Zellerbach Paper Co., 86 First St., San Francisco, Cal.
Zimmerman (Clinton S.), 5 Columbus Circle, New York.
Zion's Printing & Publishing Co., Independence, Mo.
Zook (John G.), Lititz, Pa.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, Richard Laban
Farm management; a textbook for student, investigator, and investor. 20+671 p. (9 p. bibl.) front. il. charts forms. tabs. O (Agricultural and biological pub.) '21 N. Y., McGraw-Hill $4 n.

Appleton, W. A.
What we want and what we are; facts not phrases; with a foreword by Samuel Gompers; [introductory note by John Ward.] 18+197 p. D [c. '22] N. Y., Doran $1.50 n.
Partial contents: The relations of labour and capital; Trade unionism; Unemployment: causes and remedies; Srtikes, wages and values; The soldier and labour; Syndicalism; Communism in Russia and Britain; Trade and taxes.

Aughinbaugh, William Edward
Advertising for trade in Latin-America. 12+282 p. front. pls. facsms. D (The Century foreign trade ser.) c. N. Y., Century Co. $3 n.
A book for North-American advertisers who are new in the field of Latin-American trade. The book is made up of do's and dont's for advertising copy and for posters and illustrations.

Bass, John Foster, and Moulton, Harold Glenn
America and the balance sheet of Europe. 6+361 p. diagrs. D '21 N. Y., Ronald Press $3 n.

Beach, Frank Loomis
Twenty twenty-minute lessons in bookkeeping. 7+124 p. (1½ p. bibl.) forms D c. '21 N. Y., Ronald Press $1.50 n.
A short course, presenting a concise interpretation of the fundamental theory of bookkeeping.

Belloc, Hilaire, i. e. Joseph Hilaire Pierre
The house of Commons and monarchy. 188 p. D '22 N. Y., Harcourt, Brace $2 n.
A survey of the House of Commons and a criticism of its past and present functions.

Benecke, Else C. M., and Busch, Marie, trs.
Selected Polish tales. 10+348 p. T (The world's classics) ['21] N. Y., Oxford Univ. Press $1
Partial contents: "The Outpost" by Prus; "A Pinch of Salt" by Szymanski; "Forebodings" by Zeromski; "Death" by St. Reymont.

Black, Alexander
The latest thing and other things. 302 p. D c. N. Y., Harper $2 n.
Partial contents: The dictatorship of the dull; Looking literary; The truth about women; Foreigners; Heroine complexes; Clothes and the women; Artist and audience.

Bridges, Robert
Robert Bridges [a bibliography of his works] comp. by I. A. Williams. 8 p. O (Bibliographies of modern authors no. 1) '21 New Haven, Conn., The Brick Row Book Shop, 104 High St. bds. 75 c. n.

Brill, Abraham Arden
Fundamental conception of psychoanalysis. 5+344 p. D c. '21 N. Y., Harcourt, Brace $2.50 n.
A statement of the Freudian doctrine of psycoanalysis, in popular form.

Brinckmeyer, Herman
Hugo Stinnes; tr. from the German by Alfred B. Kuttner. 8+149 p. D c. '21 N. Y., B. W. Huebsch, Inc., 116 W. 13th St. $1.50 n.
A biography, in which the author points out the vast power of this man in Germany, where he controls mining, shipping, electric power, gas, exports and imports, lumber, iron and steel, hotels and newspapers.

American Library Association
The United States; a short reading list of popular books on American history, government, ideals and literature; description of the country and special regions, American resources, opportunities and occupations, lives of some interesting Americans; some fifty titles of historic and characteristic fiction. 19 p. D '22 Chic., American Library Assn. pap.

Association for Research in Nervous and Mental Diseases
Acute epidemic encephalitis [lethargic encephalitis] an investigation by the Association for research in nervous and mental diseases; report of the papers and discussions at the meeting of the association, New York city, December 28th and 29th, 1920; [prepared under the direction of Walter Timme, Pearce Bailey, Lewellys F. Barker, and others.] 22+258 p. (17 p. bibl.) front. il. diagrs. D '21 N. Y., Hoeber $2.50 n.

Beattie, James Herbert
Tomatoes for canning and manufacturing. 20 p. il. map O (U. S. Dept. of agriculture; Farmers' bull. 1233; Contribution from the Bu. of plant industry) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Beauchamp, William Martin
The founders of the New York Iroquois league and its probable date. 35 p. front. (por.) O (Researches and transactions of the N. Y. State Archaeological assn., Lewis H. Morgan Chapter, v. 3, no. 1) Rochester, N. Y., N. Y. State Archaeological Assn.; Lewis H. Morgan Chapter pap.

Browne, Rt. Rev. George Forrest
On some antiquities in the neighbourhood of Dunecht House, Aberdeenshire. 14+170 p. pls. diagrs. Q '21 N. Y., Macmillan $20 n.

Bruns, Friedrich
Modern thought in the German lyric poets from Goethe to Dehmel. 103 p. (2 p. bibl.) O (Univ. of Wisconsin studies in language and literature, no. 13) '21 Madison, Wis., Univ. of Wisconsin pap. $1
Partial contents: Romanticism; Realism and a new faith in life; Pessimism; The new optimism.

Buckland, William Warwick
A text-book of Roman law from Augustus to Justinian. 14+756 p. (1½ p. bibl.) O '21 N. Y., Macmillan $15 n.

Burke, Jane Revere
The one way, [preliminary note by Edward S. Martin.] 21+149 p. S [c. '22] N. Y., Dutton $1.25 n.
A series of messages from the Beyond, the communicating spirit claiming to be William James, who died in 1910.

Cambridge (The) university calendar for the year 1921-1922. 26+1186 p. D '21 N. Y., Macmillan $6 n.

Chatterbox for 1922; founded by J. Erskine Clarke. 316 p. il. Q '21 Bost., Page Co. bds. $1.80 n.

Clark, Barrett Harper, ed.
Masterpieces of modern Spanish drama; The great Galeoto; The duchess of San Quentin; Daniela; tr. from the Spanish and Catalan; with a preface by [the editor]; new edition. 290 p. D [c. '17-'22] Cin., Stewart Kidd $2.50 n.
Formerly published in 1917 by Duffield & Co.

Collins, Wilkie, i. e., William Wilkie
The woman in white. 636 p. T (The world's classics) ['21] N. Y., Oxford Univ. Press $1

Corbin, Lilyan Stratton [Lilyan Stratton, pseud.]
Reno; a book of short stories and information; scenic views by Van-Noy interstate company of San Francisco. 268 p. front. (por.) pls. pors. D [c. '21] Newark, N. J., Colyer Pr. Co., Broad & Lafayette St. $2 n.
Short stories of the divorce colony, together with an explanation of the Nevada divorce laws.

Corkum, Alexander C.
Musings of a mariner [verse]. 3+100 p. front. (por.) pls. D [c. '21] Bost., Atlantic Pr. Co., 201 South St. $2 n.

Crockett, Walter Hill
Vermont, the Green Mountain state; 4 v. various paging fronts. pls. pors. maps plans facsms. O '21 N. Y., The Century History Co., 8 W. 47th St. buck. $31.50; ½ leath. $37.50 [subs. only]

Crossland, Weldon Frank
The junior church in action; with twenty junior church sermonets. 12+126 p. front. (facsm.) il. D [c. '21] N. Y., Doran $1.50 n.

Dane, Clemence, pseud. [Winifred Ashton]
Will Shakespeare; an invention in four acts. 188 p. D '22 N. Y., Macmillan $1.75 n.
Shakespeare, Marlowe, Anne Hathaway, and "The Dark Lady of the Sonnets" are here presented.

Danielson, Henry, comp.
Bibliographies of modern authors; [contains complete collations of all first editions of John Masefield, John Drinkwater, Max Beerbohm, Rupert Brooke, Arthur Symons, Lord Dunsany, Walter De La Mare, Hubert Crackenthorpe, James E. Flecker, Richard Middleton, Hugh Walpole, Leonard Merrick, Compton Mackenzie, Francis Ledwidge and George Gissing.] 211 p. O '21 N. Y., James F. Drake, Inc., 4 W. 40th St. $4 n.

Brown, Mrs. Harriet Connor
America menaced by militarism; an appeal to women; [reprinted from the Searchlight.] 31 p. diagrs. S [c. '21] Wash., D. C., Searchlight Pub. Co., Woodward Bldg. pap. 10 c.

Brown, Zaidee M.
Directions for the librarian of a small library; rev. by Anna G. Hall; [pub. for the League of library commissions.] 47 p. D '21 N. Y., H. W. Wilson Co. pap. 30 c.

[Cellarius, Frederick Julius, comp.]
Complete street directory of Dayton, Ohio, and adjoining territory, including Oakwood, giving the names and location of all streets, lanes, courts, etc. 96 p. nar. T [c. '21] Dayton, O. [Author], 1001 Commercial Bldg. pap. 25 c.

Chace, Edward Mackay, and others
The composition of California lemons. 18 p. (1 p. bibl.) diagrs. O (U. S. Dept. of agriculture; Bull. no. 993; Contribution from the Bu. of chemistry) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Chamberlain, Ralph Vary
The centipeds of Central America. 17 p. tabs. O (No. 2402; from the proceedings of the U. S. Nat. Museum, v. 60; art. 7) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Chicago Association of Commerce. Subscriptions Investigating Committee
A classified list of local philanthropic and charitable organizations; believed by the Chicago association of commerce subscriptions investigating committee to be worthy the support of those who desire to further their aims; endorsed for the period ending Nov. 30, 1922; this list is obsolete after Nov. 30, 1922. 80 p. S Chic., Chicago Assn. of Commerce, 10 S. La Salle St. pap. gratis

Cook, Mrs. Katherine Margaret O'Brien
State laws and regulations governing teachers' certificates. 244 p. tabs. diagrs. O (U. S. Dept. of the interior; Bu. of education. Bull., 1921, no. 22) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc.

Crockett, Albert S., comp.
Ocean records; a pocket handbook for travelers; 2nd ed., December 1921; [containing information for tourists, including a list of the American ambassadors, ministers and diplomatic agents; customs regulations of all countries, passport vise rules, hotel charges, money, etc. 100 p. tabs. il. pls. (part col.) nar. D [c. '21] N. Y., World Traveler Pub. Co., The Biltmore, Vanderbilt Ave. & 44th St. pap. gratis

Dana, John Cotton
On buying and using print; practical suggestions from a librarian to the business man. 60 p. D '21 N. Y., H. W. Wilson Co. pap. 50 c.

De Le Vin, Mrs. Margaret Morris Welch
Bibliography on the climate of South America. 42 p. Q (U. S. Dept. of agriculture; Weather bureau; Monthly review. Supplement no. 18) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 15 c.

Donahue, George J.
Damien and reform. 86 p. D [c. '21] Bost., Stratford Co. $1.50 n.
The story of Father Damien, the heroic priest who sacrificed his life among the lepers.

Downs, B. W., and Jackson, H. Latimer
A manual of the Dutch language. 8+143 p. D (Cambridge guides to modern languages) '21 N. Y., Macmillan $2 n.
Contents: Introduction to language and literature; Grammar; Extracts from Dutch authors; Glossary.

Eucken, Rudolf Christof
Socialism; an analysis; tr. by Joseph McCabe. 9+188 p. O '22 N. Y., Scribner $2.75 n.
Partial contents: The history of the problem; The affirmation of the Socialist ideal; A view of life as a whole; Examination of the Socialist ideal.

Flagg, Mildred Buchanan
Community English, a book of undertakings for boys and girls. 16+266 p. front. il. diagrs. D c. '21 N. Y., Macmillan $1 n.

Graham, Frank Duncan
Audels engineers and mechanics guide; a progressive il. series with questions-answers-calculations, covering modern engineering practice; 8 v. 4400 p. fronts. il. diagrs. S [c. '21] N. Y., T. Audel & Co., 72—5th Ave. $12

Graham, Stephen
Europe—whither bound?; Quo vadis Europa?; being letters of travel from the capitals of Europe in the year 1921. 10+224 p. O [c. '22] N. Y., Appleton $2 n.
A survey of the countries of Europe and of the influences good and evil that the war has had on these centres of national life.

Graves, Robert
The pier-glass [verse]. 63 p. S '21 N. Y., Knopf $1.25 n.

Green, George H.
Psychoanalysis in the classroom; with an introd. by William McDougall. 11+272 p. (6¾ p. bibl.) D c. N. Y., Putnam $1.75 n.
Partial contents: The daydream; Play; Dreams; Slips, accidents and omissions; Dependence and sex.

Grimshaw, Beatrice Ethel
Conn of the coral seas. 366 p. D [c. '22] N. Y., Macmillan $1.75 n.
Story of the South Seas. ffl

Guest, Leslie Haden
The struggle for power in Europe, 1917-1921; an outline economic and political survey of the Central States and Russia. 318 p. front. (fold. col. map) tabs. O fold. col. map O '21 N. Y., Doran $4.50 n.
Partial contents: Realities in Russia; The Russian government: breakdown or compromise; The new Poland; The republic of Tcheko-Slovakia; Austria, Hungary, Roumania, Bulgaria (4 chapters); Progressive building or reaction.

Hall, Trowbridge
Californian trails; intimate guide to the old missions; the story of the California missions; [new and cheaper ed.] 243 p. front. il. pls. O '22 N. Y., Macmillan $2.50 n.

Hamilton, Sir Ian Standish Monteith
The soul and body of an army. 7+303 p. O '21 N. Y., Doran $5 n.
A survey of the British Army and its future.

Hicks, Isaac Perry, and Duncan, J. E.
Hick's builders' guide; the book to use in laying out every operation in the construction or alteration of a building. The mechanic will find it an infallible guide in solving the problems that arise in excavating, shoring and underpinning, masonry and concrete work, house and roof framing, fireplace and chimney construction, hollow tile and stucco work. The estimator or contractor will find the chapters on estimating labor and materials, which are on a unit basis, accurate experience data all ready for application to their work. 384 p. tabs. diagrs. plans pls. il. S c. '21 N. Y., U. P. C. Bk. Co. $3 n.

Higham, Charles Strachan Sanders
The Colonial entry-books; a brief guide to the Colonial records in the public record office before 1696. 48 p. D (Helps for students of history, no. 45) '21 N. Y., Macmillan pap. apply.

Hastings, Frank Stewart
A ranchman's recollections; an autobiography in which unfamiliar facts bearing upon the origin of the cattle industry in the southwest and of the American packing business are stated, and characteristic incidents recorded; [preface by Alvin H. Sanders.] 13+235 p. front. pls. D c. '21 Chic., The Breeder's Gazette, 542 S. Dearborn St. $1.75 n.
A series of sketches which appeared serially in *The Breeder's Gazette*, in 1920 under the title "Recollections of a Ranchman."

Hayden, Mary Teresa, and Moonan, George A.
A short history of the Irish people from the earliest times to 1920; with specially designed maps 8+580 p. front. (fold. map) diagrs. O '21 N. Y., Longmans, Green $7 n.
Partial contents: Gaelic Ireland; Gael and Norman; The penal days—The ascendancy Parliament, A. D. 1691-1800; Ireland in the 19th century; Literature and language in the 19th century; Literary movements—the language revival.

Hazelwood, John A., comp.
Fun; jokesmith's volume. 136 p. il. D c. '21 Madison, Wis., Blied Pr. Co. $1.35 n.

House (The) in Charles street. 3+283 p. D '21 N. Y., Duffield & Co., 211 E. 19th St. $1.90 n.

Gerry, C. N.
Gold, silver, copper, lead and zinc in Idaho and Washington in 1920; Mines report; pub. December 27, 1921. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Harvard University. Library
The Harvard library and the Harry Elkins Widener memorial library building; [reprinted with revision, from the fifth edition of the Official guide to Harvard university, 1917.] 18 p. front. D '21 Cambridge, Mass., Harvard Univ. Press pap. apply.

Johnsen, Julia E., comp.
Selected articles on independence for the Philippines. 85 p. (10½ p. bibl.) D '21 N. Y., H. W. Wilson Co. pap. 75 c.

Handbook for campers in the national forests in California. 48 p. il. map S (U. S. Dept. of agriculture; Dept. circular 185; Contribution from the Forest service) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Housman, Laurence
Angels and ministers; four plays of Victorian shade and character. 150 p. D c. N. Y., Harcourt, Brace bds. $1.50 n.
Contents: The Queen: God bless her!; His favourite flower; The comforter; Possession.

Huntington, Elizabeth
The playground of the gods; and other poems. 62 p. D c. '21 Bost., The Four Seas Co., 188 Dartmouth St. bds. $1.50

Hurst, S. B. H.
Coomer Ali. 248 p. front. D c. N. Y., Harper $1.75 n.
A romance of the Far East, of the land and sea from Calcutta to Mecca.

Hutton, John Alexander, D.D.
That the ministry be not blamed; lectures to Divinity students in Aberdeen, Edinburgh, and Glasgow in the spring of 1921; [2nd ed.] 202 p. D [n. d.] N. Y., Doran $1.50 n.

Inman, Samuel Guy
Problems in Pan Americanism. 12+415 p. (3¼ p. bibl.) O (College of Missions lectureship) [c. '21] N. Y., Doran $2 n.
Partial contents: Assets of Latin America; Early efforts toward Pan Americanism; The Monroe Doctrine and Latin America; Problems of the Caribbean countries; Next steps in inter-American friendship.

James, James Henry
Honeymoon dialogues. 194 p. D [c. '21] N. Y., Dutton $2 n.
Short sketches.

Jones, Eliot
The trust problem in the United States. 20+598 p. (18¾ p. bibl.) tabs. D c. '21 N. Y., Macmillan $3 n.
A study of the trust problem, presenting an account of the early devices employed to restrain competition. It is a survey of trusts that have, or had, monopolistic power, and that are properly designated as trusts.

Kavanaugh, Thomas Joseph
Bank credit methods and practice. 241 p. il. forms D '21 N. Y., Bankers Pub. Co., 253 B'way $2.50 n.

Kittrell, Norman Goree
Governors who have been, and other public men of Texas. 301 p. front. (por.) O [c. '21] Houston, Tex., Dealy-Adey-Elgin Co. $3 n.

Kolnai, Aurel
Psychoanalysis and sociology; tr. by Eden and Cedar Paul. 185 p. D '22 N. Y., Harcourt, Brace & Co. $2.25 n.
A psychoanalytical investigation of the working of the "social mind."

Lane, Frederick Van Zandt
Motor truck transportation, the principles governing its success. 6+153 p. il. plan O '21 N. Y., Van Nostrand $2 n.

Lapp, John Augustus
The Catholic citizen. 10+247 p. (1 p. bibl.) front. il. D c. '21 N. Y., Macmillan $1 n.
A study of the rights and duties of citizens.

Leland, Ora Miner
Practical least squares; [with history and bibliography of least squares, 3 p.] 14+237 p tabs. diagrs. O '21 N. Y., McGraw-Hill $3 n.

Leonard, Sterling Andrus, ed.
The Atlantic book of modern plays; ed with introd. comment and annotated bibliography, [27 p.] 13+234 p. D [c. '21] Bost., Atlantic Monthly Press $2 n.
Fifteen plays by Harold Chapin, Lady Gregory, John Galsworthy, Lord Dunsany, Percy Mackaye, John M. Singe, Gordon Bottomley, and others.

Loring, F. H.
Atomic theories. 9+218 p. diagrs. tabs. O ['21] N. Y., Dutton $5 n.
The leading facts and theories which relate to the atom, particularly those which have not yet been treated at any length in text-books owing to their newness.

MacCollough, Martin
Letters on contemporary American authors. 99 p. D c. '21 Bost., The Four Seas Co., 188 Dartmouth St. bds. $2 n.
Essays in letter form on Dreiser, Cabell, Frank Harris, Willa Cather and others.

MacGregor, Theodore Douglas
MacGregor's book of bank advertising. 388 p. il. O '21 N. Y., Bankers Pub. Co. $5 n.

McLane, James Latimer, jr.
Shafts of song [verse]. 136 p. D c. '21 Balt., Norman, Remington Co., 347 N. Charles St. $2 n.

MacLean, Annie Marion
Some problems of reconstruction. 150 p. S (The national social science ser.) c. '21 Chic., A. C. McClurg $1 n.
Partial contents: Preservation of the Democratic ideal; Industrial unrest; Woman's labor; Americanization; The negro; Radicalism.

Kelso, James Anderson
A history of the Hebrews in outline; down to the restoration under Ezra and Nehemiah; syllabus of a course of class studies and lectures for use in the classes of the Western theological seminary. 54 p maps O [c. '21] N. S. Pittsburgh, Pa., Western Theological Seminary pap. 75 c.

Kip, Frederic Ellsworth
The paramount duty of our legislators to the workers of our country. 15 p. O '21 Montclair, N. J., [Author], Crestmount Rd. priv. pr.

Lowenstein, Henry Polk
Memorial poems; dedicated to the American legion by the author; 2nd ed.; [il. by L. F. Wilford] 33 p. front. (por.) S c. '21 Kansas City. Mo., [Author]. 901 New York Lite Bldg. pap. apply

McAtee, Waldo Lee
Notes on Nearactic bibionid flies. 26 p. O (No. Museum, v. 60; art. 7) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

McMurtrie. Douglas Crawford
Proofreading in the 15th century; an examination of the evidence relating to correctors of the press at work in Paris in 1500 15 p. facsms. D '21 Greenwich, Conn., Condé Nast Press pap.

Marsh, George Linnaeus
A teacher's manual for the study of English classics. 349 p. S [c. '12-'21] Chic., Scott, Foresman & Co., pap. gratis to teachers

Massachusetts. Department of Labor and Industries. Division of Minimum Wage
Statement and decree concerning the wages of women employed in the minor lines of confectionery and food preparations occupations in Massachusetts. 6 p. tab. O (Minor lines of confectionery and food preparation occupation decree, no. 19) ['21] Bost., Massachusetts Dept. of Labor and Industries pap.

Mathews, John Mabry

The conduct of American foreign relations. 11+353 p. O c. N. Y., Century Co. $3 n.

Partial contents: The basis and modes of control; The state and foreign relations; Diplomatic intercourse: procedure; The consular service; The treaty making power; The interpretation of treaties; Forcible measures short of war; Table of cases cited. Index; Bibliographical footnotes.

Maurel André

A fortnight in Naples; authorized English ed. tr. by Helen Gerard; with 120 il. and 16 maps. 17+385 p. front. il. maps plans pls. D '21 N. Y., Putnam $3 n.

Minchin, Edward Alfred

An introduction to the study of the Protozoa; with special reference to the parasitic forms. 11+517 p. (29¾ p. bibl.) il. pls. diagrs. O '22 N. Y., Longmans, Green $8.50 n.

Moore, George

George Moore, [a bibliography of his works] comp. by I. A. Williams; with a prefatory letter by George Moore. 3+13 p. O (Bibliographies of modern authors, no. 3) '21 New Haven, Conn., The Brick Row Book Shop bds. 75 c.

Murphy, Claudia Quigley

The history of the art of tablesetting, ancient and modern, from Anglo-Saxon days to the present time; with il. and bibliography [1½ p.]; for the use of schools, colleges, extension workers, women's clubs, etc. 65 p. front. il. pls. O c. '21 N. Y., [Author], 41 Madison Sq. West bds. $1 n.

National (The) Cyclopedia of American biography, being the history of the United States as illustrated in the lives of the founders, builders, and defenders of the republic, and of men and women who are doing the work and moulding the thought of the present time; rev. and approved by the most eminent historians, scholars and statesmen of the day; [v. 2] pors. O [c. '21] N. Y., J. T. White & Co., 70—5th Ave., buck. $15 n.

National Industrial Conference Board

Changes in the cost of living, July, 1914-July, 1921. 8+25 p. tabs. diagrs. O (Research report, no. 39) [c. '21] N. Y., Century Co. 75 c. n.

Experience with trade union agreements-clothing industries. 4+134 p. (bibl.) O (Research report, no. 38) [c. '21] N. Y., The Century Co. $1.50 n.

Family budgets of American wage-earners; a critical analysis. 8+97 p. tabs. (part fold.) diagrs. O (Research report, no. 41) [c. '21] N. Y., Century Co. $1 n.

The metric versus the English system of weights and measures. 12+261 p. (2 p. bibl.) tabs. diagrs. O (Research report, no. 42) [c. '21] N. Y., The Century Co. $2.50 n.

Wages in Great Britain, France and Germany. 7+110 p. (Bibl.) tabs. O (Research report, no. 40) [c. '21] N. Y., Century Co. $1.50 n.

Nicholson, Victoria Mary Sackville-West [Mrs. Harold Nicholson]

The dragon in shallow waters. 288 p. D c. N. Y., Putnam $2 n.

The story of a small manufacturing town in England.

Nilson, Arthur R.

Radio questions and answers on government examinations for radio operator's license. (2 p. bibl.) 9+86 p. front., il., diagrs. D '21 N. Y., McGraw-Hill $1 n.

O'Brien, Edward Joseph Harrington [Arthur Middleton, pseud.], ed.

The best short stories of 1921; and the yearbook of the American short story. 17+506 p. D [c. '22] Bost., Small, Maynard $2 n.

Twenty stories by Sherwood Anderson, Irvin S. Cobb, Waldo Frank, Ellen Glasgow, Manuel Komroff, Vincent O'Sullivan, Charles Hanson Towne and others.

O'Shea, Michael Vincent, and Kellogg, John Harvey

Keeping the body in health. 9+311 p. front. il. D (The everyday health ser., bk. 2) [c. '21] N. Y., Macmillan 88 c. n.

Parker, Dudrea [Mrs. Sumner Parker]

Pig iron; short stories. 103 p. D c. '21 Balt., Norman, Remington bds. $1.50 n.

Contents: An ephemeral love; The white petal; The reporter.

Pearce, Ethel Katherine

Typical flies; a photographic atlas; 2nd series. 14+38 p. pls. O '21 N. Y., Macmillan bds. $4.50 n.

This volume is supplementary to Typical Flies, published in 1915.

Pearson, Hesketh

Modern men and mummers. 208 p. O [c. '22] N. Y., Harcourt, Brace $2.50 n.

Studies of Shaw, Frank Harris, Lytton Strachey, Stephen Phillips, Wells, Edmund Gosse, Hall Caine, Lewis Waller, Joseph Conrad, Father Vaughan, The Irvings, The Chestertons and others.

Pickthall, Marjorie Lowry Christie

The bridge; a story of the Great Lakes. 292 p. front. D c. N. Y., Century Co. $1.75 n.

The story of a man with a blood-stained conscience fighting against tremendous odds for peace of soul and a great-hearted girl.

[Melcher, Frederic Gershon]

The successful bookshop; a manual of practical information; The fascination of bookselling; Who makes a good bookseller; Different types of bookshops; Locating the bookshop; Selecting the stock; Bookshop finance; Planning shop equipment; Display and promotion. 15 p. nar. O [n. d.] N. Y., National Assn. of Book Publishers, 334—5th Ave. pap. gratis

Old (The) guard and their tax bill; an amazing story of how Congress handled "The Revenue act of 1921"; with vital roll calls, parts of big speeches, and an identification of those for and against the people; [reprinted from the Searchlight]. 31 p. D S [c. '22] N. Y., The Searchlight Pub. Co. pap. 10 c.

Poetry Society of South Carolina
Year book of the Poetry Society of South Carolina for 1921. 48 p. O [c. '21] Charleston, S. C., Poetry Society of South Carolina pap. 50 c.
Partial contents: The worm turns, a reply to H. L. Mencken; Messages from contemporary poets; Amy Lowell, E. A. Robinson, Padraic Colum, Jessie B. Rittenhouse and others; Prize poems by Josephine Pinckney, Helen v. K. Hyer and Sara Liston.

Prout, Henry G.
A life of George Westinghouse. 11+375 p. front. (por.), plans O c. '21 N. Y., Scribner $2.50 n.
The story of the rise of Mr. Westinghouse from a modest early environment to the leadership of many great industrial enterprises.

Riegel, Robert, and Loman, Harry James
Insurance, principles and practices. 15+514 p. forms (part fold.), diagrs. O '21 N. Y., Prentice-Hall, inc., 70 5th Ave. $6 n.

Riley, Franklin Lafayette, ed.
General Robert E. Lee after Appomattox. 14+250 p. il. O [c. '22] N. Y., Macmillan $2.50 n.
General Lee as a college president.

Robertson, Huntly
Through John's eyes. 276 p. D [c. '21] N. Y., Doran $1.90 n.
The story of a boy, and life as reflected in his mind.

Robie, Walter Franklin
The art of love. 386 p. (4 p. bibl.) D (Rational sex ser.) c. '21 Bost., Badger $7.50 n.

Robinson, Louis Newton
Penology in the United States. 11+344 p. (9 p. bibl.) D [c. '21] Phil., Winston $3 n.

Rogers, Ralph Ernest
Teacher's handbook to accompany Gano's Commercial law rev. by Ralph E. Rogers and Clyde O. Thompson. 96 p. S [c. '21] N. Y. & Cin., American Bk. Co. 60 c. n.

Sackville-West, V. *See* **Nicholson, Victoria**

Sanders, E. K.
Jacques Bénigne Bossuet; a study. 408 p. front., il., pls. O (Ecclesiastical biographies ser.) '22 N. Y., Macmillan $6 n.

Savi, Ethel Winifred
The devil drives. 320 p. D '22 N. Y., Putnam $1.75 n.
A story of hereditary madness and passionate love, with the scenes laid in England and India.

Schnitz, Albert
Vie et oeuvres de J. J. Rousseau; avec des notes explicatives. 382 p. front. (por.), pors D [c. '21] (Heath's modern language ser.) Bost., D. C. Heath & Co., 50 Beacon St. $1.60 n.

Sheringham, Hugh Tempest
Ourselves when young. 250 p. D c. N. Y., Putnam $1.75 n.
Sketches of child life.

Skelton, Oscar Douglas
Life and letters of Sir Wilfred Laurier; il. with photographs; 2 v. 700 p. fronts., pls., pors. O '21 N. Y., The Century Co., 353 4th Ave. $8 n.
A biography of the great Canadian Liberal. The author is professor political history in Queen's University, Kingston, Canada.

Smallwood, William Martin
Man, the animal. 14+223 p. front., il. D [c. '22] N. Y., Macmillan $2.50 n.

Snow, Royall H.
Igdrasil. [verse] 62 p. D c. '21 Bost., The Four Seas Co. bds. $1.25 n.
Many of these poems have formerly appeared in *Pagan, Queen's Quarterly, Contemporary Verse* and other magazines.

Soskice, Mrs. Juliet M. Hueffer
Chapters from childhood; reminiscences of an artist's granddaughter; with a foreword by A. G. Gardiner; il. with portraits. 239 p. front. (por.), pls., pors. O '22 N. Y., Harcourt, Brace $3 n.
The reminiscences of a child of the Rosettf circle

Stratton, Lilyan. *See* **Corbin, Lilyan**

Talley, Thomas W.
Negro folk rhymes; wise and otherwise—with a study. 12+347 p. D [c. '22] N. Y., Macmillan $2.25 n.
Negro secular folk songs.

Tappan, Eva March
Heroes of progress; stories of successful Americans; [school ed.] 263 p. il., pls. D [c. '21] Bost., Houghton Mifflin 88 c. n.

Tobenkin, Elias
The road. 316 p. D [c. '22] N. Y., Harcourt, Brace $2 n.
The story of a woman who dared to throw herself into life and bear its responsibilities, and the sufferings of a man who tried to escape them.

Troxell, Eleanor
Suggestions for seat work and games; primary grades. 18 p. nar. D [c. '21] Dillon, Mont., Tribune Pub. Co. pap. 15 c.
Paper cutting, drawing and modeling, textiles, reading and writing, word games, spelling games, number games for first, second and third grades.

Pittsburgh, Pa., Carnegie Library. Reference Department
Choice of vocation; a selected list of books and magazine articles for the guidance of students; [preface by John H. Leete.] 54 p. O '21 Pittsburgh, Pa., Carnegie Library of Pittsburgh

Redkey, Mrs. Lida M.
True and thrilling story of the flood in Pueblo, Colorado, June 3, 1921. 32 p. front. (por.) pls. pors. O [n. d.] Pueblo, Col., [Author], 717 East Fourth St. pap.

Robinson, Heath M.
Geologic structure and oil and gas prospects of a part of Jefferson county, Oklahoma; Contributions to economic geology, 1921; pt. 2; pub. December 20, 1921. various paging tabs. fold. maps O (Dept. of the Interior; U. S. Geol. Survey. Bull. 726-F) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Seibold, Louis
Japan, her plans and purposes; a series of articles [reprinted from the New York Herald; cover title: Japan, her vast military undertakings and world expansion] 2+94 p. S D '21 N. Y., The New York Herald, c/o Office Manager, 280 B'way pap. gratis

Tyau, Min-Ch'ien Tuk Zung

China awakened; with special honorific endorsement by His Excellency Hsu Shih'-chang, president of the Chinese republic, as well as introd. by Right Honorable Sir John Newell Jordan and the Honorable Charles R. Crane. 16+475 p. front. (por.), pls., pors. O c. N. Y., Macmillan $5 n.

A discussion of China of to-day, and the many changes that are taking place, the progress in elementary education, the development of the railways, the organization of public opinion and other movements.

Unamuno, Miguel de

The tragic sense of life in men and in peoples; tr. by J. E. Crawford Flitch; with an introductory essay by Salvador de Madariaga. 35+332 p. O '21 N. Y., Macmillan $5 n.

Partial contents: The man of flesh and bone; The hunger of immortality; The essence of Catholicism; Love, suffering, pity and personality; Faith, hope and charity; Religion and methology of the beyond, and the Apocatastasis; Don Quixote in the contemporary European tragi-comedy.

Vagabond plays, first series. 244 p. D c. '21 Balt., Norman, Remington $2 n.

Six plays first produced in the Vagabond Playhouse, Baltimore. "The double miracle" and "The importance of being a roughneck" by Robert Garland; "On vengeance height," by Allan Davis and Cornelia V. Vencill; "Pan in ambush" by Marjorie Patterson; "Release" by Edward H. Smith; "The conflict" by Clarice Vallette McCauley.

Verrill, Alpheus Hyatt

Panama, past and present; il. with photographs by the author. 262 p. front., pls., pors. D c. '21 N. Y., Dodd, Mead $2 n.

A guide book for travelers and business men.

Vince, Charles

Wayfarers in Arcady. 8+168 p. front. O c. N. Y., Putnam $2 n.

Essays on the out-of-doors. fil

Washburn, Claude Carlos

The lonely warrior. 345 p. D [c. '22] N. Y., Harcourt, Brace $2 n.

The story of a lonely, discouraged young man, who, after two years in civilian life, is fighting against unrest to find a decent way of adjustment for his future.

Watson, Malcolm

The prevention of malaria in the federated Malay states; a record of twenty years' progress; with contributions by P. S. Hunter and A. R. Wellington and a preface by Sir Ronald Ross; 2nd rev., enl. edition. (2½ p. bibl.) 27+381 p. front. pls. tabs. maps charts diagrs., plans O '21 N. Y., Dutton $12 n.

Wells, Herbert George

Washington and the riddle of peace. 6+312 p. D c. N. Y., Macmillan $2 n.

Articles which appeared in the New York *World* and the Chicago *Tribune*, giving the author's impressions of the Disarmament Conference.

Weston, George

Mary minds her business; front. by George Alonzo Williams. 323 p. D (Popular copyrights) [c. '19-'20] N. Y., Grosset & Dunlap 75 c.

Wharton, Anthony P.

Joan of Overbarrow. 360 p. D [c. '21] N. Y., Doran $2 n.

The story of the daughter of a Wiltshire farmer who reaches out for freedom and romance.

Whitman, Walt

Leaves of grass; 1850-1881; with an introd. by Stuart P. Sherman. S 36+504 p. [c. '22] (The modern student's library) N. Y., Scribner $1 n.

Who's who, 1922; an annual biographical dictionary with which is incorporated men and women of the time; 74th year of issue. 32+2981+24 p. D N. Y., Macmillan $15 n.

Contains over 30,000 biographies.

Wickson, Edward James

The California fruits and how to grow them; a manual of methods which have yielded greatest success; with the lists of varieties best adapted to the different districts of the state; 9th ed., fully revised. 508 p. front., il., pls. O [c. '21] San Francisco, Cal., Pacific Rural Press, 420 Market St. $4 n.

Wiggin, Frederick Alonzo, D.D.

The living Jesus; the words of Jesus of Nazareth uttered thru the medium [of the author] from February 11 to June 1, 1921; [introd. by Ethel P. Wiggin and Edith B. Ordway.] 43+213 p. front. (por.) D '21 N. Y., George Sully & Co., 373 4th Ave. $2 n.; leath. $4 n. bxd.

Wildenbruch, Ernst i.e. Adam Ernst von

Envy; a tale; authorized tr. by Elise Traut; 144 p. D c. '21 Bost., The Four Seas Co. $2 n.

A bitter tale of hate, instead of love, planted in the hearts of two children.

Willard, Raymond D.

System building and constructive accounting. 307 p. il. forms O '22 N. Y., McGraw-Hill $4 n.

Writers' (The) artists' year book, 1922; a directory for writers, artists and photographers; 15th year of new issue; [with a classified index of papers and magazines, and British editors.] 14+202 p. D '22 N. Y., Macmillan $1.60 n.

Young, Florence Ethel Mills

The Almonds of life. 306 p. D [c. '20] N. Y., The National Book Co., 28 W. 44th St. 75 c.

Zimmermann, Erich Walter

Zimmermann on ocean shipping. 16+691 p. il. maps plans forms pl. diagrs. (part fold.) D '21 N. Y., Prentice-Hall $4 n.

Zook, George Frederick, and Capen, Samuel Paul

Opportunities for study at American graduate schools. 59 p. O (U. S. Dept. of Interior; Bu. of education; bull. 1921, no. 6) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Rare Books, Autographs and Prints

OVER 1,000 rare old Japanese prints from the collections of A. Alexis Rouart and Vicomte de Sartiges of Paris will be sold February 6 and 7 at the American Art Galleries.

In a recent issue of *The Dickensian* of London in commenting upon overseas branches of the Dickens Fellowship it stated that Toronto now had a membership of 496, Montreal of 310 and New York 200. A new branch has lately been formed in Seattle, Wash.

It seemed like old times to hear one rare book after another knocked down to "G. D. S. Estate" at the last sale at Anderson's. Harry Hymes, who has been identified so many years with the Smith Book Shop, executed the auction commissions. The famous old book shop has been doing a lively business from the very beginning of the season.

The manuscript of a hitherto unknown novel by Guy de Maupassant entitled "Le Docteur Heraclius Gloss" has been discovered by the heirs of the French writer and has just appeared in La Revue de Paris in two instalments. This novel was written, it appears, between 1875 and 1877 when de Maupassant was between twenty-five and twenty-seven years of age.

James F. Drake was among the very first of dealers to foresee the present popularity of first editions of modern authors and backed his judgment by laying in a heavy stock that he has been able to sell at attractive prices and at a handsome profit. Mr. Drake, too, was fore-handed when colored plate books and the rarities of early English literature were in most demand. And what particularly pleases his customers, especially those who have been with him longest, is that they have constantly profited from his foresight. Generally they have been able to get the books most in demand at the right prices.

John Daggett, writing of Henry E. Huntington in the Los Angeles *Times*, says that "twelve years ago Mr. Huntington did not possess any more books than the average successful business man who has a leaning toward literature. His achievement of to-day is the result of the application of those same qualities which made him a successful business man. Organization, concentration and foresight responding to a conviction impelled him to grasp an opportunity never before offered in the world's history—the fact that by a coincidence a number of the largest private libraries became available thru sale within a short period of years. Counting not the cost, Mr. Huntington's self-voiced conviction was to consolidate those private libraries which represented the life efforts of notable connoisseurs. No more startling achievement can be found in the annals of finance than the fulfillment of Mr. Huntington's vision."

The *Revue de Mondes* of Paris has recently published a lot of letters written during the early years of the last century by Lafayette and never published before. In the introduction Comte d'Haissonville of the French Academy declares that Lafayette's fame and popularity has greatly increased in France since General Pershing landed on French soil and that the editing of these letters has been a labor of love. The letters now published have been preserved for more than a century by the heirs of Mme. de Staël. Some of them date from the time he was a prisoner of the Prussians in Germany. After his release thru the efforts of Napoleon he felt that it would not be well for him to return to France and projected another visit to the United States. There are many evidences that the affection of Lafayette for the land whose independence he helped to win never wavered. In a letter to Mme. de Staël, on the eve of war between the United States and France, he speaks of the "imminent hostilities between the two republics which, above all others, I wish to see united."

The library of the late Albert J. Morgan, of Larchmont, N. Y., sold at Anderson's January 17, consisting mainly of sets of American, English and French authors containing 185 lots brought $6,685.25. Among the sets sold and the prices realized were the following: American Statesmen Series, 40 vols., Boston, 1898-1916, large paper edition, $195. Bohn's Extra Volumes, 7 vols., $75; Burns's "Works," 6 vols., bound in 12, Philadelphia, 1896, $145; Dicken's "Works," 48 vols., 1891, Dodd, Mead & Co.'s cabinet edition, $205; Hawthorne's "Writings," 23 vols., Boston, 1900-02, autograph edition, $140; Hugo's "Writings," 41 vols., New York, n. d., $110; Irving's "Works," 40 vols., New York, author's autograph edition, $162; Lady Jackson's "Historical Writings," 14 vols., London, 1878-90 first editions, $102.50. Roosevelt's "Works," 25 vols., New York, 1906-10, Elkhorn edition $105; Scott's "Waverly Novels, Prose Works and Life," 100 vols., Edinburgh, 1834, Black's handy edition, $160; Shakespeare's "Plays and Poems," 15 vols., London, 1832-34, fine copy of the Valpy edition, $130; Stevenson's "Novels and Tales," 27 vols., New York, n. d. Thistle edition, $150; Walpole's "Works," 30 vols., London, 1806-59, collected set, $200. All considered prices were very satisfactory.

A collection of books of modern authors together with original manuscripts of the late Edgar Saltus sold at the Anderson Galleries the afternoon of January 18, comprising 202 lots, realized $9,945.75. The attendance was large, bidding spirited and prices thruout were very good. A few of the items and the prices

which they brought were the following: Balzac's "La Comedie Humaine," 46 vols., Philadelphia, Barrie's definitive edition, $100; Beaumont and Fletcher's "Comedies and Tragedies," London, 1647, first collected edition, $250; Conrad's "Works," 20 vols., morocco by Sangorski and Sutcliffe, 1895,1917, first editions, $280; Cooper's manuscript of "Homeward Bound," in the author's and others handwriting, $100; Dorat's "Les Baisers," with plates after Eisen and Marillier, elaborately bound by Thibaron-Joly, 1770, first issue on large Holland paper, $220; Samuel Johnson's "Letters to which are Added Some Poems never before Published," 2 vols., London, 1788, with a letter of Johnson inserted, $127.50; a collection of 22 original drawings by John Leech for A'Becket's "Comic History of England and Rome," bound in a 4to volume, $750; Masefield's "Salt-Water Ballads," London, 1902, first edition, $137.50; George Moore's corrected proof sheets, second revision, of "The Lake," London, 1920, $175; Edgar Saltus's manuscript of his monograph on "Oscar Wilde," 18 folio pages, $115; B. F. Stevens's Facsimiles of Manuscripts in European Archives Relating to American History, 25 vols., London, 1889, $275; and Westmacott's "The English Spy," 2 vols., levant by Reviere, London, 1825-26, $267.50.

One of the most important sales of the season was held on the evening of January 18 when the collection of cookery books gathered by Blanche Hallock Du Puy, with important additions, was sold at the Anderson Galleries. The attendance was large, bidding thruout lively, prices among the best of the season and the total considerably more than was expected. The star lot proved to be a Third Folio of Shakespeare, once owned by William Pitt with his autograph on the first page of the Epistle Dedicatory, which went to William R. Hearst for $3,000. Next came a good copy of Audubon's "Birds of America," 4 vols., elephant folio, russia leather, 1827-28, and the "Ornithological Biography," 5 vols., royal 8vo., 1831-39, in a mahogany cabinet, which brought $2,600. Other important items and the prices realized were the following: J. P. Morgan's "Catalogue of Chinese Porcelains," 2 vols., New York, 1904-11, $550; Morgan's "Catalogue of Manuscripts and Early Printed Books," 4 vols., London, 1907, $650; George Eliot's "Works," 30 vols., levant, 1858-85, First editions, $475; Kate Greenaway's "A Apple Pie," London, 1882, presentation copy of the first edition, $195; Goldsmith's "The Mystery Revealed," London, 1762, very rare, $240; Goldsmith's "The Vicar of Wakefield," 2 vols., levant by Reviere, Salisbury, 1766, first issue of the first edition, $500; Keats's "Poems," London, 1817, first edition in original boards, $975; Keats's "Lamia," London, 1820, first edition in boards, $725; La Libre Belgique, 1915-18, a complete set, $680; Lamb's "Elia and Last Essays of Elia," 2 vols., 1823-33, first issue of the first edition, $250; Milton's "Paradise Lost," London, 1667, first edition with the rare title page of this date, $860; A. L. S. of Edgar Allan Poe, 2 pp. Philadelphia, July 7, 1842, $450; Scott's "Waverly Novels," 74 vols., Edinburgh, 1814-32, first editions, $370; the Second Folio of Shakespeare, London, 1632, $1100; the manuscript of Stevenson's "Ebb-Tide," 112 folio leaves, $1,900; and the manuscript of Swift's poem entitled "The Grand Question Debated," 8 quarto pages, $400.

F. M. H.

Auction Calendar

February 27th, afternoon and evening. Acts and laws of the Colony and State of New York, including revisions, session laws, ordinances and the like; also, acts and laws of the other original Colonies and States thru Colonial and Constitutional times, constituting the extraordinary collection of Hon. Russell Benedict, Justice of the Supreme Court of New York. American Art Galleries, Madison Square, South, New York City.

Catalogs Received

Biographies, autobiographies, diaries, journals, correspondence, etc., of famous men and women, historical, social, literary, scientific, naval and military. (No. 422; Items 1404.) Frances Edwards, 83, High Street, Marylebone, London, W. 1, England.

Books, pamphlets, etc., relating to or printed in Ireland, its provinces and counties; also, works written by, or appertaining to, persons connected therewith. (No. 10; Items 1217.) Henry Gray, 1, Churchfield Road East, Acton, London, W. 3, England.

Frankreich in litteratur, sprache, geschichte, geographie und kunst, Napoleon I und seine Zeit. (No. 19; Items 2238.) Rudolph Honisch, 40 Gustav Freytag-Strasse, Leipzig, Germany.

MONTHLY 2/- net

THE BOOKMAN'S JOURNAL AND PRINT COLLECTOR

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. *While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Adairs Bookstore, 1715 Champa, Denver, Colo.

Graves, Sixteen Crucified Saviours.
Graves, Bible of Bibles.

Aldus Book Co., 89 Lexington Ave., New York

Gus Dirk's Cartoons.

Frederick G. Allen, 78 Genesee St., Auburn, N. Y.

Fairchild's Making of Poetry.
Scribner's Lamb's Tales from Shakespeare, illus., $3.50 edition.
Eliot's Harvard Classics, 50 vol.
Eliot's Harvard Shelf of Fiction, 20 vol.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Armitage, History of the Baptists.
Creative Christianity.
Graebener, Evolution, An Investigation and a Criticism.
Mark's Unfolding of Personality, publ. University of Chicago Press.
Children's Book of Knowledge.
The Archko volume or Archeological Writings of the Sanhedrim and Talmuds of the Jews, second-hand.

William H. Andre, Suite 607, Kittredge Bldg., Denver, Colo.

Kipling, Seven Seas, set.
Works of J. M. Barrie, Scribner Limited edition.

Auditorium Book Store, 933 Fourteenth St., Denver, Colo.

Standard History of the World, 10 vol., University Society, Inc.

The Baker & Taylor Co., 354 Fourth Ave. at 26th St., New York

Prentiss, Mrs., Henry & Bessie.
Abbott, Handie. Rainbow & Luck Series.
Abbott, River's Journey, Lucky Series.
Abbott, The Three Pines, Lucky Series.
Abbott, Selling Lucky, Lucky Series.
Abbott, Up the River, Lucky Series.
Norcross, History of the New York Swamp.

Baptist Book Concern, 650 S. 4th St., Lousiville, Ky.

Shurer, History of the Jewish People in the Time of Jesus Christ.

Barnes & Noble, 31-33-35 West 15th St., New York

Harper's Translation of Livy, vol. 1 and 2, second-hand or new, 10 copies.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Scarlet Letter, etc.
Hawthorne, Eng. Note Books, Boston, 1881.
Snow's Boston.

Beacon Book Shop, 26 West 47th St., New York

Mitchell, History of Greenbacks.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York

Andrejev, Anathema.
Struve, History of the World.
Doyle, Lost World.

Bibliophile, 1350 College Ave., New York, N. Y.

Besant, Rebel Queen, Harper.
Black, Monarch of Mincing Lane.
Classen, Alsace-Lorraine at the Bar of History.
Rosengarten, German Soldier in Wars of U. S.
Russell, Convict Ship.
Untrodden Fields of Anthropology.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Journal of Abnormal Psychology, 1918, vol. 13, No. 6.
New York Medical Journal, 1919, vol. 109, No. 16.
Shufeldt Studies of the Human Form, Davis, Philadelphia.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

Appearances, 2 copies.
Mencken, Helio Gabadus.
Brickdale, Elizabeth, Golden Book of Verse and Ballads.
Miller, Wisdom of Abraham Lincoln.
Dennis, Sentimental Bloke.
Stone, J. M., Reformation and Renaissance.
Carpender, Towards Democracy, thin paper edition.
Buds of Ohio.
Confessions of St. Augustine.
Allen, G., Colin Clout's Calender, pub. by Funk & Wagnalls.

The Book Shop, Woods Hole, Mass.

Bowers, Strike Breakers and Their Armies, 1916.
Chavous, The Path to Peace, Warren Pub. Co., 1918.
Dewey, John, My Pedagogic Creed, Flanagan.

BOOKS WANTED—Continued

The Book Shop—Continued

Hubbard, Journeys Homes of Great Business Men, 2 vols.
Graham, Athletics of Today, Platt & Peck, 1910.
Johnson, Autob. of an Ex-Colored Man, Bost., 1912.
Jones, Life and Works of Thomas Dudley, 1899.
Lit. of Lib. of 17th and 18th Cent., 6 vols., 1906-7.
Meitzen, Hist., Theory and Tech. of Statistics.
Naude, Inst. Conc. Erecting of a Library, 1903.
Scheiner, Astronom. Spectroscopy, tr. E. B. Frost.
Weitenkampf, American Graphic Art, Holt, 1912.

Charles L. Bowman & Co., 118 E. 25th St., New York

The Origin of Life, Its Physical Basis and Definition, Dr. John B. Burke.
A Thousand Men for a Christmas Present.

E. P. Boyer, Bourse Bldg., Philadelphia, Pa.

Jomini, Napoleon, 4 vols. and Atlas.
Foy, War in Peninsula.

Brentano's, Fifth Ave. and 27th St., New York, N.Y.

History of the Prehistoric Ages, Leonard Herbert Nason, Chicago, 1880.
Personal Experiences in Spiritualism, H. Carrington, London, 1913.
On the Battlefields and Other Poems, Walter Hubbell, Boston.
American Cities of Mexico.
American Egypt, Doubleday & Page, Holmes.
American Archaeology, Joyce.
American Egypt, Doubleday & Page, 1909, Arnold & & Frost.
The Planter, Harper & Bros. or Century, Herman Whitaker.
History of Yucatan, John Murray, London, 1854, Chas. St. John Fancourt.
The Mayas, printed by Chas. Hamilton, Worcester, Mass., Stephen Salisbury.
A Page of American History, American Antiquarian Soc., Worcester, Mass, E. H. Thompson.
Notes on Yucatan's Water Supply, published by American Antiq. Soc., David Casares.
History of Printing at Cambridge, Cambridge Univ. Press.
Exercises in Typography, Taylor & Holden Co., Springfield, Mass.
History of Printing in Maryland, Norman T. Mender Co.
American Glassware, Barber.
Pinafore Picture Book, Gilbert.
Baccarat.
Pigs in Clover, Frank Danby.
The Serville State, Belloc.
History of Modern Civilization.
Sonnets and Verse, Sand Teasdale.
Moore's Law of Wages.
The Calculus of Finite Differences, Poole.
Korolenko's Blind Musician.
Pots and Pans, old cook book.
A Social Departure, Sarah Jeanette Duncan.
The Admirable Tinker, Child of the World.
In Defense of Women, Mencken.
Crowds, Gerald S. Lee.
Out of the Silence, James Rhoades.
Dictionary of Christian Names, Miniature Ref. Lib.
The Great Forests and Mountains of S. A., Paul Fountain.
The Great Forest and Deserts of N. A., Paul Fountain.
Wanderings Among the High Alps, 1858, Wells.
Johnston's Narrative, Gen. Joseph Johnston.
Gen. Forrest, J. H. Mathes, 1902.
Carry On, C. Dawson.
Donna Diana, Bagot.
Breaking and Training Colts, V. G. Stambough.
Farmers Bulletin no. 667, U. S. Department of Agriculture, 1915.
Through the Turf Smoke, Macmanus.
Dictionary of Christian Names, Miniature Ref. Lib.
A Visit to Uncle Tom's Cabin, in Nachitoches Par, pub. 1892, Corley.
The 26 La, Col. Winchester Hall, a Lawyer in N. Y., issued by Himself.
The Earth, Elsie Reclus, 1 vol.
The Workers, Chas. Wyckoff, 2 vols.
White Peacock, D. H. Lawrence.
The Prussian Office, D. H. Lawrence.

Brentano's—Continued

Yellow Jacket, Hazelton.
Maternity, Dr. Fry.
Captain Hatteras (or the Sea) or Desert of Ice, illus.
In the Field, DuPont.
Madame de la Fayette and Her Family, 1907, M. Macdermont Crawford.
Flatland, A. Square.
Unaddressed Letters, Swettingham.
The Conquest of the Tropics, Fred. Adams.
Graphics.
Sardonics, H. N. Lyons.
Hunting Verses, Whyte Melville.
Leech Drawings.
Memoirs of the Baroness Cecilie de Courtot.
The Pilot Daily Guidance from Master Minds, 1 or 2 copies.
Fantomas, 1st vol., Brent.
Divine Law and Cure, Dr. W. F. Evans.
Valkyries, E. F. Benson.
Adventures of Verdant Green and Little Mr. Bouncer, 5 vols., Bradley.
How to Forecast Business and Investment Conditions, Frank Crowell.
Portrait and Portrait Painting, Estele Huree.
Art of Portrait Painting, John Colller.
Technique of Painting, Moreau Vartllier.
The Good Samaritan, D. P. Andrew.
Lifted Masks, Susan Glaspell.
Hieroglyphic or Greek Method of Life Drawing.
Old Court Life in France.
Houseboats and Houseboating, A. B. Hunt.
John Keats Letters to Fanny Brawn.
The Literary Shops, James L. Ford.
Trials of Jesus, Richard.
Spiriual Progress, Guijan M. C.
Spiritual Torrents, Words of Faith Pub. Co.
Short and Very Easy Method of Prayer.
Young Hector My Dog.
Browning, Chesterton.
The Woman Intervenes, Jane Burr.
Times Correspondence on the Sepoy War.
Any Correspondence on Crimean War and Sepoy War.
Correspondence of Wm. H. Russell.

Brentano's, F and Twelfth Sts., Washington, D. C.

Benton, Abridgement of the Debates of Congress.
Doyle, Sir Nigel.
Ravenel, Charleston.
Carter, Law, Its Origin, etc.
Parson, New Light from the Great Pyramid.
Johnston, Yorktown Campaign.
Crockett, Men of the Moss Craggs.
Brown, Cabells and Their Kin.
Smiles, Robert Dick.
French, Walpole Society.
Ancestry of Anne Warner French, published in Minneapolis, 1894.
Griffith and White, Modern Chess Openings.

The Brick Row Book Shop, Inc., 19 E. 47th St., New York, N .Y.

Henry James, The Americana, first edn.
Scotch-Irish in America, Carl Hanna.
Julian the Apostate, Gaetano Negri.
Vision and Design, Roger Fry.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Studies in Celebration of 70th Birthday, J. M. Hart, Holt.
Plano Physiology, W. F. Ganong.

Foster Brown Co., Ltd., 472 St. Catherine St., West, Montreal, Canada

The Tales and Novels of Henry James, New York ed.

Brown Book Shop, 328 State at Madison, Madison, Wis.

Adam Smith, Wealth of Nations.
Mills, Political Economy.
Bohn Bowerk, Positive Theory of Capital.
Bowerk, Capital and Interest.
Ricardo, Political Economy .
Beechs, Cherries and Grapes New York.
Electrochemie Wasseriger Losungen, Forester, 1915 ed.
Thornton, Wild Fowling.

BOOKS WANTED—Continued

Albert Britnell, 815 Yonge St., Toronto, Canada

Beer's History of the Great Lakes, 2 vols., Chicago.
Blue Book of American Shipping, any year, 1868 to 1875.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.

Motoring Abroad, Hale.
Social England, Thaill.

Campion and Co., 1313 Walnut St., Philadelphia, Pa.

Riddle of the Sands.
Hunting in British East Africa, by Madeira.
Patroclus and Penelope.
Franklein Schmidt and Mr. Austruther.
Mast and Sail in Europe and Asia, Smyth.
Austria, by Baker, Lane Co.
New Zealand, by Hery, Duffield Co.
Today On the Nile, During
Cities of Umbria, Hutton.
Social Departure, Cotes.
Print Collector, Lasse.
In Old Ceylon, Farrar.
Florence and Northern Tuscany, Hutton.
Dodge, Hunting Grounds of Great West.
Caton, Antelope and Deer of America.
The Ox and its Kindred, Lydekker.

Geo. M. Chandler, 75 E. Van Buren St., Chicago, Ill.

St. Beuve, Portraits of 17th and 18th Century, 4 vols.
Miller, Francis T., Portrait Life of Lincoln.
Harper's Magazine, Feb., 1920.
Shorthouse, John Inglesant.
Coomarswamwy, Dance of Siva.
Comstock, Textbook of Astronomy.
Czapek, Chemical Phenomena.
Greville, Costumes of All Nations.
Groiset, How to Live.
Horner, The American Flag.
King, Stories of Scotland.
Mathiews, Book of Camp Fire Stories.
Reid, Seeing South America.
Taft, History of Amer, Sculpture.
Thomas, Roman Life Under Caesars.
Woodbury, Pencil Sketches of Trees.
Whitney, On the Circuit with Lincoln.
Warder, The Universe, A Vast Electric Oragnism.
Thayer, Cavour, large 8vo ed., 2 vols.
Tarde, The Underground Man.
Stevenson, Home Book of Verse, 1 vol.
Stevenson's Works, 27 vols., Thistle ed.
Saintsbury, Literary Criticism, 3 vols.
Frothingham, Success in Gardening.
Ross, Theory of Pure Design.
Landor, Across Unknown South America, 2 vols.
Kropotkin, French Revolution.
Keats, Buxton-Forman ed., vol. 5.
Huneker, Mezzotints in Modern Music, first ed.
Higginson, Travellers and Outlaws.
Hampden, Porter, Wild Beasts.
Hamerton, Etching and Etchers, L. B. & Co. ed.
Chronicles of America, 50 vols., Yale Press.
Quintilian, 2 vols., Watson's translation.

City Library Association, Springfield, Mass.

Baker, Elizabeth, Chains, J. W. Luce.
Bergstrom, Lynggaard & Co., Little.
Brighouse, Hobson's Choice, Doubleday.
Francis, Change, Doubleday.
Garrud, Complete Jujitsuan, Dutton.
Hawes, Crete, the Forerunner of Greece.
Maugham, Smith, Duffield.
Kimball, Cost Finding, Modern Business, v. 10, Alex. Ham. Inst.
Patten, International Short Stories, vol. 3.
Singer, Etching, Engraving and Other Methods of Printing Pictures.
Whidden, Ocean life in the Old Sailing Ship Days.

The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, Ohio

Costumes of All Nations, London, 1910.
Doddridge, Notes on Settlement and Indian Wars of Va. and Pa., Wellsburgh, 1824 and Albany, 1876 eds.
Olden Times, Monthly pubn. ed. Craig, Robert Clark's Reprint, 2 vols.
Sale, Manors of Va. in Colonial Times.
Garces, On Trail of Spanish Pioneer, 2 vols., 1900.

The Arthur H. Clark Co.—Continued

Well Drilling and Boring, Any books on.
Johnson, Thru South Seas with Jack London.
MacGregor, Story of Rome.
Hazard, Annals of Penna., 1609-1682.
Arizona, Anything on.
Parker, Translation of a Savage.
Goodrich, Hist. of All Nations, School edn.
Reese, Handful of Lavender.
Van Dyke, Camp-fires and Guide Posts, [illegible] Stars and Other Verses; Studies in Tennyson; Broken Soldier and Maid of France, first edns.
Kirkman, Science of Railways, vols. 4 and [illegible] edns.
Roosevelt, Theodore, Any books by or relating to, first editions only.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Burton's Arabian Nights.
Freemasonry, Any books on, please quote [illegible] giving the names of the authors in full, the [illegible] size, place and date of publication.
Hall, James, The Harpe's Head.
Hall, James, Tales of the Border.
Montaigne's Essays; trans. by Florio, a good edition, and preferably in a fine binding.
Shakespeare's Works, a good edition, and preferably in a fine binding.
Woods, The City Wilderness.
Wright, Quarternary Ice Age.
Hobson, Export of Capital.
Lounsbury, Standard of Usage in English
Whitman, An American Primer.
Bromwich, Quadratic Forms and Their Classification.
McTaggart, Studies in the Hegelian Dialectic.
Warren, Oxford Lectures on Literature.
Alexander, Basis of Realism.
Allen, Monographs of the Bats of N. A.
Cannon, Mechanical Factors of Digestion.
Dakin, Oxidations and Reductions in the Animal Body.
Freytag, Technique of the Drama.
Hamblen, Friedrich Nietzsche and his New Gospel.
Hatschek, Laboratory Manual of Elementary Colloid Chemistry.
McNeile, Book of Numbers.
Menander, Georges; The Geneva Fragment
Paxson, Last American Frontier.
Perowne, Book of Proverbs.
Richardson, Dependent, Delinquent and Defective Children of Delaware.
Schafer, The Endocrine Organs.
Schuyler, Peter the Great.
Simpson, Relations between the Metric and Projective Theories of Space Curves.
Singer, Studies in the History and Method of Science, vol. 1.
Thurston, Probation Officer at Work.
Essays in American History Dedicated to Frederick Jackson Turner.
Whitehead and Russell, Principia Mathematica, 3 vols.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

The Green Hand, Cupples.
The Gospel of Wealth, Andrew Carnegie.
Washington as a Man and a Mason.
Harvard Classics, vols. 35 to 45.
Mass. Acts and Resolves Jan. and June, 1828 to 1834, inclusive.

Columbia University Library, New York City

Frederick Maurice, Life of F. D. Maurice, chiefly told by his own letters ed. by Nisson Scribner
Rooses, Max, Rubens, tr. Child, Lippincott.
Palgrave, Sir Robt. H. T., Bank Rate and Money Market, 2 copies, Dutton.
Hughan, J. W., American Socialism of the Present Day, Dodd, Mead.
Gilder, J. B., American Idea, Dodd.
Schmidt, Degener, Brouwer, Van Oest.

Columbia University Press Bookstore, 2960 Broadway, New York, N. Y.

Winkworth, Theologia Germanica.
Early Life of Dante, King's.
Early Life of Charlemagne, Classics.
Lanciani, Destruction of Rome.
Amelung, Art of Greece.
Inge, Christian Mysticism.
Fichte, Complete Works in English.

BOOKS WANTED—Continued

Columbia Univ. Press Bookstore—Confinued

Cabell, From the Hidden Way.
Kipling, Works, Outward Bound edition, second-hand set.

Co-operative Press, Charlotte, N. C.

Mathew Henry's Commentary.
Book of Knowledge, set.
Stoddard's Lectures, 15 vols.
Markhams' History of U. S.
Chestnuts' Diary of Dixie.
Soroges Genealogic Dictionary, L. B. Co.
N. Goodwin's First Settlers in America, Hartford, 1850.
Hubbard's Little Journey.
Book Lovers edition of Shakespeare, 12 to 40 vols.
The Negro, a Jew.
Encyclopedia Britannica, Thin paper editions.
Mark Twains' Works.
Burton's Anatomy of Melancholy.

Davis' Bookstore, 49 Vesey St., New York, N. Y.

Reed's Modern Eloquence, 10 vols., half morocco.
Story of My Heart, Jefferies.

Denholm & McKay Co., Worcester, Mass.

Practical Dog Keeping, Haynes, Macmillan.

Dennen's Book Shop, 37 East Grand Rive Ave., Detroit, Mich.

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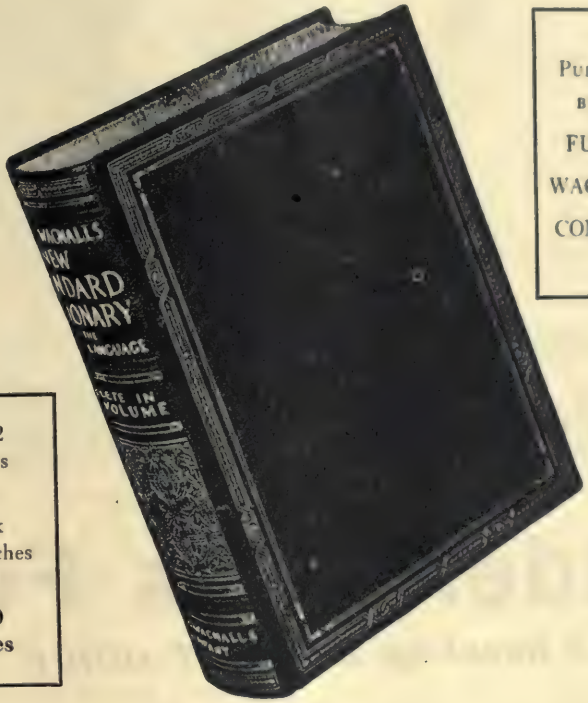

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One month before publication, Fitzgerald's new novel, "The Beautiful and Damned," has gone into a second very large printing.

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"A born writer!" one exclaims. Well, Stephen French Whitman always has written. At school he wrote for and edited the school magazine; at college he performed like offices for the college humorous paper. Graduating from Princeton, he travelled around the world; and during the three years following his writing for a newspaper was interspersed with further travels. His feature articles for the New York *Sun*, at this time, he himself illustrated. Turning to fiction, his many short stories appeared in the popular magazines. With "Predestined" he entered the field of the novel. During these years of writing he has travelled much, and lived abroad, chiefly in Italy. He is unmarried. He finds great interest in the motion pictures, not so much for what they are but for the possibilities for development of them. His other hobbies are various; listed, his fondnesses include, "foxtrots, Stravinsky, chocolate ice-cream, blondes, brunettes, swimming, sitting in motion picture studios, Anatole France, Vanity Fair, white bull terriers, gondolas, Charles Chaplin, the Fifteenth Century and the Early Roman Empire." In this much-travelled novelist whose interests are as varied as they are modern, can be discerned a man who knows strange lands, who feels the romance and drama of life and who expresses them fictionally in an unusual vein of romantic realism, displaying an ability to write which stamps him as a master of style.

"SACRIFICE" is Stephen French Whitman's new novel. Eminently characteristic of him, its story is of a woman for whom comes sacrifice in scenes of vivid drama, of compelling love.

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The Fifth of a series of Talks on Authors and their works to be run on this page for Booksellers and their sales people.

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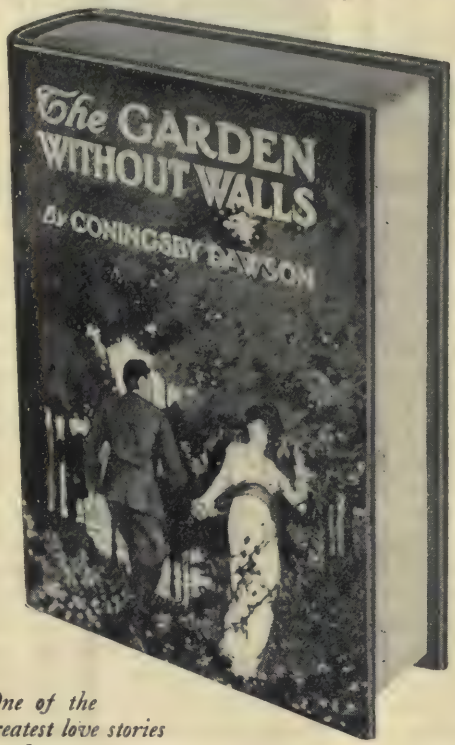

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Richard Matthews Hallet

has already won a brilliant position among American authors. Harper & Brothers will bring out his first novel this season. Hallet's contacts with life have been astonishing. After distinguishing himself at a great university, he shipped as a sailor in a cattle boat, spent five astonishing months in the Australian Bush, stoked on a freighter and fought in the war. He was writing all the while and making permanent devotees of those who love the work of a born story teller. In America he sought gold and experience from North to South. Then he wrote

THE CANYON OF THE FOOLS

It is full of the picaresque characters whose slang is of the racy soil in which they grow, and of a humor imparted to Hallet from life and which he infuses into these striking people of the story.

It is the dashing tale of a young fellow who first took up theology, then thought of osteopathy, and finally decided upon love and hunting for gold near the Mexican border. But it is the story also of a fascinating type of American girl—a business girl whose romance lay only about a half inch under the surface of her business life.

Robert McCarty did not dream that his trip to California would end in The Canyon of the Fools, a place near the Mexican border where endless people wasted their years looking for the gold they never found. But in Chicago he met May Gowdy who was going to the canyon to see what had become of her fiancé, Jim Harper. So Robert decided to go too. And what a mix-up! A Mexican general, his beautiful, temperamental wife, the discovery of why Jim Harper could not claim his fiancée, and Robert's and May's developing love, make a story of excitement told with chuckles.

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The English
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with THE WHITE HOUSE, San Francisco, Calif.

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THIRD PRIZE

Kate Berman

with THE COLE BOOK COMPANY, Atlanta, Ga.

who sold 27 books

The same offer is made for 1922 and is open to anyone engaged in the sale of books at retail. NOW is the time to begin selling the books and collecting the coupons.

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The Record of "The Economic Consequences of the Peace"

Published in London, December 1919, and in New York January, 1920. Afterwards reprinted in French, German, Italian, Spanish, Dutch, Flemish, Swedish, Danish, Rumanian, Russian, and Chinese. These editions, of which the chief are mentioned below, amounted in all to 140,000 copies.

1. **The Economic Consequences of the Peace.** London: Macmillan and Co., 1919.
2. **The Economic Consequences of the Peace.** London: Labor Research Department, 1920.
3. **The Economic Consequences of the Peace.** New York: Harcourt, Brace and Co., 1920. $2.50 net
4. **Les Conséquences Economiques de la Paix.** Traduit de l'Anglais par Paul Franck. Paris: Editions de la Nouvelle Revue Francaise, 1920.
5. **Die Wirtschaftlichen Folgen Des Friedensvertragens.** Ubersetzt von M. J. Bonn and C. Brinkmann. München: Duncker Humblot, 1920.
6. **De Economische Gevolgen van den Vrede.** Met een Inleiding van G. Visserig. Amsterdam: Uitgevers-Maatschappij Elsevier, 1920.
7. **Le Conseguenze Economiche della Pace.** Traduzione di Vicenzo Tasco. Prefazione di Vincenzo Giuffrida. Milano: Fratelli Treves, 1920.
8. Fredens Ekonomiska Foljder. Overstättnig av Evert Berggrén. Stockholm: Albert Bonnier, 1920.
9. **Las Consecuencias Ecónomicas de las Paz.** Traducción por Juan Uña. Madrid: Calpe, 1920.
10. **De Economische Gevolgen van den Vrede.** Vlaamsche Uitgave vertaling van G. W. Brussel: Uitgeverij *Ons Vaderland,* 1920.
11. **Urmárile Economice a le Pácii.** Bucaresti: Editura *Viata Romineasca,* 1920.
12. **Ekonomitjeskija Posledstvija Mira.** Stockholm: W. Tullbergs Boktryckeri, 1920.

HARCOURT, BRACE & COMPANY, 1 West 47th Street, New York

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

February 4, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Book Suppression

THE question of restrictions on the publishing and circulating of books has been coming forward more strongly than ever in the last two years and taking many forms, all of which need full discussion and clarification in order that the reading public and the distributors may be in any measure saved from the irritation of these conditions.

An article on this subject well worth careful consideration was published in the *Yale Review* of January entitled "Art and Decency" by Professor Grant Showerman, professor of classics in the University of Wisconsin. This discussion has been taken up and further elaborated by an interview printed in the New York *Herald* of January 15th. Professor Showerman has proposed a helpful line for discussion to take in directing his comments toward the establishment of "a line of decency in fiction" rather than to a continuance of the discussion of the effect of the laws on our statute books. A court action of the past week will make this subject of still further interest. John G. Kidd, of Stewart Kidd Company, has appeared before a United States Commissioner at Cincinnati on a case presented by the Post Office Inspector, who charged the Stewart Kidd Company with sending thru the American Railway Express to Michigan a copy of the English translation of "Rabelais." Here is a clear-cut case in a government court of a book that is unquestionably one of the great world classics and whose suppression would be unfortunate from any point of view. The case is to appear before the United States Grand Jury in April, and the whole book-trade will be interested to give its support in any fight that Mr. Kidd makes on this case.

In the case of new publications, the statutes under which restrictions are brought fall into a different field. These statutes are state laws, and the last very prominent case, that of "Jurgen," was brought in the New York Courts. Each case in this field must still be considered by itself, and it is to be hoped that some day soon a better method of getting judgment will be found than that which brings them before a magistrate for a decision usually given by one who cannot fully understand literature and the public's needs in this matter. The effort to bring about better conditions in the case of classics and of present literature should not cloud the fact that there is now and always will be some need of restraint in the general circulation of books and pictures. So prominent a critic as Heywood Broun has claimed in his column that he believes no restrictions are justified and that if he had had free access as a boy to some of the books that are unanimously considered lewd, he would have been none the worse off in coming to years of maturity. This opinion, however, is far from being universal.

The term "booklegging" has been invented to describe a good deal of this type of bookselling, the discontinuance of which might leave some booksellers the poorer but would leave the whole atmosphere of bookselling clear. Public arguments of the unquestionable right to sell "Rabelais," "The Decameron" and "Arabian Nights" should be no smoke-screen to cover a "booklegging" business in titles that do not even approach what would be called "the line of decency in fiction." The type of book that a bookseller cannot sell without having a lower respect for his customer and a lower respect for himself is the type of book that should be completely eliminated from the commerce of the bookstore, and its elimination would help clear the air so that the status of books of recognized value, whether old or new, could be more clearly discussed.

The bookseller who tries to fill the just requirements of readers of world literature would be relieved if the public would clear its own mind a little in its aspect toward its book purchases. The reader who has so little knowledge of what "The Decameron" or "Rabelais" is that he cannot ask for it in a bookstore without whispering, or who would not care to carry either one into his own home or have it seen on his bookshelves is giving insult to these great pieces of writing and belittling himself in the eyes of everyone who hears him discuss these books. A good, strong, purifying gale ought to blow thru this whole situation, carrying out to sea for permanent burial a lot of

"booklegging" merchandise and leaving clear to the public approach those books, whether old or new, which embody the product of a mind of real imagination and literary power.

The Peak of Sales

THE Federal Reserve Bank in the New York district has just published an annual summary of its studies of retail business activity in the district, and one of the interesting charts is that which shows how retail sales in department stores vary from month to month. In some respects this chart will be a surprise to those who have considered that from winter on sales were likely to show a month to month decrease. These reports cover all departments. Many of these do not have the peak of the holidays, which is so prominent in the book business and other lines strongly associated in the people's minds with gifts.

Taking the stores as a whole, the lowest months are August and then July; the highest, December with 14% of the total; October and November, practically even at 10.2% and 10.1%. The strength of the spring season is indicated by the fact that after March at 8.1% comes April at 8.4%, May with 8.5% and June with 8.3%. As the average of twelve months must, of course, be 8 1/3%, there is in this an indication of the buying strength of the spring season which is worth while keeping in mind.

The Year Round Bookselling Committee has been sending out a strong series of suggestions to booksellers, in which, after February with its emphasis on America's making there comes March when there is emphasis on Useful Books, both in the office and in the home, then Religious Book Week, then Back-to-Nature Books, then the graduation and wedding present season. With these concrete helps and with the conviction in everybody's mind that bookselling is to be made a really year round business, there ought to be a strengthening of the spring business and greater general confidence in the ability to get sales during that season.

Missouri Book Week

THE libraries of Missouri have selected the week of February 12th-18th to put the book completely into the minds and consciousness of every town and city in the state. The Missouri Book Week Committee consists of Charles H. Compton, Assistant Librarian of St. Louis. R. E. Lucas of the Missouri Stores Company, Columbia, Mo., and Jean Cameron. The week has been placed in February to help in the aid of the drive for more county libraries, some of the counties reaching a vote on April 1st.

The Committee brings together all of the different types of book interests, as has been done in such campaigns as Children's Book Week. Newspapers are to have articles on books, local committees are urged to arrange for meetings with effective speakers, bookstores are to have special displays, and book exhibits are to be arranged in other stores, if possible. The schools are now being approached thru their superintendents, women's clubs are being circularized, and exhibits arranged, such as "Books for Home Libraries," "Books by Local Authors," etc.

The State Library Association, which has started this movement, wishes to get book consciousness into everyone's mind, believing that the support of the libraries will be increased by a more general understanding of the importance of the book, and such interest will prepare the way for wider support of city libraries, county libraries and home libraries.

Religious Book Week Plans

PLANS are going forward toward an interesting and stimulating Religious Book Week The religious book publishers are sending special announcements to the bookstores and to church organizations, and letters from the religious press indicate that there will be many special book reviewing issues during March and early April.

At the meeting of religious book publishers on January 5th, it was decided that the emphasis this year should be placed on religious education in the home; the enrichment given by good books to the life of the family. The poster will carry this idea. Periodicals will probably feature articles on reading aloud in the home, on Sabbath reading, on books the family can enjoy together, or similar subjects.

It has been suggested that interesting articles could be obtained by getting statements from ministers and laymen for February and March magazines, of the "three books of the past year that influenced me most" or the "three books of 1921 that interested my congregation most." If a number of such statements could be had it would undoubtedly be the basis for interesting comment and quotation in the Religious Book Week numbers of the magazines. Articles from clergymen on "How I introduce books to my people"—(thru mention in sermons, talks in church schools, church libraries, "shelfless" libraries, etc.)—are also suggested.

The Successful Rental Library

By Marion Humble

A CIRCULATING Library or Rental Library can be, when well-conducted a desirable department for a book-store or general store. as has been proved by the experience of many. It requires very little capital and will finance its own increase; the operating expense is light, and it shows a good profit.

Besides showing a good profit itself, a rental library has the additional value of bringing good customers to the store with a regularity that can be accomplished by no other type of business. One merchant with a good library in charge of one salesman found that it brought into his store on the average of one hundred people a day, week in and week out, and showed a net year's profit of over $1000 above a space charge for rent, salary, miscellaneous expenses and book purchases.

The general store will thus find it a new department worth considering and the large book shop will find that it brings people into the store who have not learned to buy books, but whose curiosity about specific books is aroused by advertisements, or those whose interest in reading is perhaps transient, but who are willing enough to pay a small rental fee. Customers of the rental library are constantly exposed to the lure of other books in the store, to the atmosphere of the store, to the ingenuity of the clerks' sales talk; and experience has shown that each borrower usually becomes a buyer. The list of borrowers adds to the store's mailing list, and personal direct advertising to these borrowers often results in sales.

The alert merchant will not rest content until he has at least made the borrowers of his rental books start the habit of book buying. His ultimate success in this of course depends on the quality of his service.

Location in the Store

The location of the rental collection is very important not only in contributing to its own success, but in attracting its patrons to purchases. It should not be at the entrance to the store, so that a borrower can slip in and out without seeing the displays on tables and shelves. It is most often at the back of the store, on the mezzanine floor or in a well lighted basement, so that those who come to the rental desk must pass by sales tables and attractive displays. Usually book borrowers like to look over a number of books before they choose, and if the collection is at the end of the store or in an alcove it will not impede passage back and forth.

Books to be Rented

The selection of titles for this library should be made with care. At the start, it should include the titles which are obviously the most popular, the books just out, most advertised, most talked about, most asked for in libraries and stores. *First*, the newest fiction; and it is an important feature that these be available as near the date of publication as possible. *Second*, popular fiction of the past year, and earlier books by authors whose current books are in the limelight. Good suggestions as to the books most in demand can be obtained from any jobber whose business gives him a very accurate insight into popular demands, from the local public library which usually keeps a record of the books for which there are special requests and reservations, or from published lists of "best sellers." In a bookstore the sales records are of course an indication. *Third*, non-fiction in greatest demand. There are a few outstanding titles each year that are much advertised and talked about as fiction. This field is not as easy to cultivate as the fiction field but is well worth while.

The collection might be started with fifty to one hundred books, including duplicate copies of the most popular titles. These can be added to as demand grows, and as new titles are published. Books should also be removed as they become worn, or stale on the shelves. In busy stores two or three hundred books or even more will be needed as a nucleus, and the collection may run up to one or two thousand. It is a common experience to find that two desirable books are needed for every active user. That is, in a collection of 300 books, 150 would be out in use, and 150 on the shelves for the next comer.

Finances

Accounts.

The financial records of rental books should be kept absolutely separate from the other records of the store. This collection should be considered as a department in itself, and must be made to pay for its own floor space, salaries, supplies, and show its own profits and losses. A permanent record of accessions and withdrawals should be kept either on cards or in a record book, to show for each book: (1) author, (2) title, (3) date of addition, (4) cost, (5) copy number, (6) total receipts from rentals, (7) number of times borrowed, (8) date of withdrawal, (9) receipt from sale or transfer to stock, (10) net profit or loss.

If this record is kept on cards, the card for a book is withdrawn when the book is withdrawn from the rental collection, and two files of cards (1) books in rental collection, (2) books withdrawn permanently from rental collection, will give a complete record of costs and receipts of each volume. Whether the records are kept in an accession book or on cards, they should be balanced frequently and a balance sheet kept to show weekly net profits and losses.

Cash should be totaled daily and entered in an account book, which should also hold entries of all expenditures. This should be balanced weekly.

The book cards will keep the records of moneys taken in by each book, and number of times each is borrowed. This latter record is not a necessity, but affords data for interesting study of the use of the book. These book cards also provide records necessary to locate overdue books.

It seems fair to have the rental copies of books entered at cost price, that is, cost as purchased from publisher or jobber, or as purchased from the book department of the store, perhaps at the price which would be made to a public library. When books have outlived their usefulness in this collection, they can be sold on bargain counters either in the rental department or thru the retail department which would then be allowed a margin of profit for the sales effort.

What to Charge.

There are two chief methods of charge for rental books, each used with variations. The first is a straight rental fee. Perhaps the most currently used charge is three cents a day, with a minimum charge of ten or fifteen cents. The overhead costs hardly make it worth while to rent a book for less than ten cents. In some cases the minimum charge is twenty-five cents a week, with an added charge of two or three cents per day for each day over the week. This weekly charge simplifies bookkeeping; but the extra over-time charge is a little more confusing to borrowers than the straight charge per day. Some libraries have a lower fee for reprints and all place increased fees on non-fiction of over two dollars list price.

The second method is to charge a membership fee, one or two dollars per year. This usually takes the form of a deposit. The first deposit entitles the borrower to one book at a time; he makes an extra deposit if he wishes an extra book, and any deposit is returned to him whenever he wishes, minus outstanding charges. In one store the membership fee is the *purchase* of one new book every six months. With a subscription fee large enough to practically cover the cost of a book, say $1.50 each, the dealer is insured against loss, and the library finances itself. Some libraries ask for deposit only with out-of-town and transient customers in order to protect against possible non-return of books.

Store Expenses.

A certain proportion of the rent of the store should be carried by the rental library; as should also its share of stationery, postage and publicity. Even tho this is a small item, careful records of these expenses will be useful in proof of the profit made by the library independent of the store.

General Bookkeeping.

Every business, large or small, needs to have records that will accurately indicate its general financial status. A Rental Library introduces an element of depreciation which goes on steadily with each book. Many library owners have deceived themselves as to their profits by making no allowance out of the receipts of each month for this depreciation.

One simple way of watching accounts from month to month and of setting a value on the whole collection for use in annual inventory is to consider arbitrarily the average value of each book at some fixed figure say, 80 cents. That is, if books are worth about $1.40 when they go in, and 20 cents when they come out, the average is 80 cents.

The monthly record then reads:

		Income	Expenses
Jan. 1, 500 volumes in stock, value.....			$400.00
Receipts during January.....	$250.00		
Clearance of volumes, 80 at $.20.....		16.00	
Floor space, rental	$12.00		
Salary		75.00	
Sundries		3.00	
Advertising		10.00	
		$100.00	100.00
Books purchased, 100 volumes.....			140.00
Feb. 1, 520 volumes in stock, value...		416.00	
		$682.00	$640.00
		640.00	
Month's profit	$42.00		

Preparation of Books

A book wrapper for each rental book, put on freshly at the time of delivery, not only protects the book but also serves as an advertisement of the library. A wrapper of black, or bright orange or some other brilliant color, with the store name and address and the words "Rental Library, Three Cents a Day," is cheap advertising and goes wherever the borrower goes, thru the streets, into the theater, into the home. With no wrapper, the book is apt to get mixed with public library books or with the borrower's own books and put on the home library shelves when it has been read.

No marks are necessary in the book itself, except an accession or copy number to identify

the particular volume. Such a number can well be placed on the inside front cover, or on the first fly leaf. Perhaps the latter is the better location, as this leaf can be removed if the book is later placed on sale. This fly leaf, or a slip pasted on it, can also be used for stamping the dates books are borrowed. The book cover flaps are an appropriate place for printing suggestions to borrowers; and if desired, one flap can be used for the announcement of stationery or magazine department.

It is a good plan for keeping stock reduced to have a very small slip pasted inside the front cover, saying, "This book, with fee now due, may be purchased for $2.00," or $1.50 or $1.00 or 50c, the price being slightly lowered each month as the book shows wear, or as it becomes apparent that the demand for that particular volume is lessening.

(Part II will appear in the February 18 issue).

Further Discussion on Library Discounts

IN our issue of November 19th, we carried some comment on book prices and library discounts based on the publication by the American Library Association Committee on Book Buying of an article entitled "How to Import." This comment of ours has brought out much discussion and criticism of our point of view from the chairman of the A. L. A. Committee. The reason for further comment is that these figures have again been used, this time before the Senate Committee on Finance and the hearing on tariff, and, if they are to be the continuing basis of discussion of the prices quoted to American libraries by the American book-trade, a further consideration of the facts is pertinent. The original article on "How to Import" was published by the Committee in order to point out to librarians that it was advantageous and simple to order as many books as possible from England. In emphasizing the advantage, a list of twenty-five titles of 1920 and 1921 date was printed with a column of the "London list price" and "Price to Libraries," "American list price" and "Price to Libraries." In reference to these figures the article said: "Here is a bill for twenty-five new English books recently purchased by a Western Library of fifty thousand volumes from a well known London dealer. In parallel columns were the prices asked by the American handlers of these stocks. Both columns are bona-fide, the one based on actual invoice, the other upon quotation given on request. Both include carriage."

The column entitled American "Price to Libraries appeared to be about six to seven per-cent below the list prices except on one twenty-four dollar book, which they had priced at fourteen dollars and thirty-six cents. The PUBLISHERS' WEEKLY felt itself within the bounds of fact when it stated in its article of November 19th: "In giving the figures as to the cost of these twenty-five titles if bought in America, the library discounts are figured at about six to seven per-cent from list prices. If there is any one of the three librarians who signed the report who buys at that rate or who believes that it is a current rate of library discount, the book-trade will indeed be surprised."

At the Library Council meeting in Chicago, Dr. Raney again referred to these figures as being a reason to suspect the American book-trade of bad practices, and, as he stated that the person from whom the figures were obtained was a member of the Council, the PUBLISHERS' WEEKLY wrote to him and asked if the name of the library could be known. In reply, Dr. Raney says: "In the list printed in the *Library Journal* of November 1st I have as yet failed to discover any error. The Western librarian of a fifty thousand volume collection asked that his name be not disclosed when the text was sent in. As stated in the article, the price to the library given immediately after the London list price is the one actually charged to this librarian by a London agent after all transportation charges had been met. As likewise stated, the American list price and the corresponding price to the library, delivered by the publishers, was secured by me on direct application to the publishers. The discount was the discount in each case given by the publisher on such request, and to it was added the transportation charge given by the publisher as the one which would be added to the price of the book thus discounted. The article told you that, but, as in other instances, you have insisted upon reading something into the article which I did not say."

A re-reading of the paragraph quoted above from the article which accompanied the original figures does not seem to justify Dr. Raney in his emphasis on the fact that he had made the character of the quotations used perfectly clear. The English library prices were based on a bill from a London agent with the books sent over by post, which is the cheapest way to buy from England. The American library prices were on item by item quotations from a dozen different publishers with separate postage on each, the most expensive method to buy in the United States. The same list of

books priced by an American agent and delivered prepaid would have been at least ten dollars less. There seems to be no reason why higher figures should have been used for the comparison except in order to make as bad a case as possible for those of the American book-trade who supply libraries.

That Dr. Raney himself has "insisted on reading something into the article" is shown by his own remarks before the Senate Finance Committee on December 21st when he said: "I recently had occasion to print from a single invoice, from a certain western library that presented it to me, a list of 25 titles of English books, with the New York and London prices put in parallel columns, and found the latter to be 60 per-cent higher than the former."

If these book price figures are to be so continuously used they should be given a fair revision.

Book Talks at the New York Public Library

BEGINNING February 9th, and running thereafter every Thursday evening until April 27th (with the exception of March 30th), there is to be held in the Central Building of the New York Public Library at 8:00 p. m., a series of talks on Book Selection under the direction of the Library School and in charge, as was the series last year, of Miss Margaret Jackson. The course will consist of seven lectures to be held in the lecture room, and four book discussions to be held in the school room. The Library School extends an invitation to all of the New York book-trade.

Feb. 9. The Library's Esthetic Responsibility, by Henry W. Kent, President of the Grolier club.

Feb. 16. Poetry, by John Erskine, Columbia University.

Feb. 23. Round Table on Poetry led by Mary Louisa Sutliff, Instructor in the Library School.

March 2. The Newspaper by Rollo Ogden, Associate Editor of the New York *Times*.

March 9. Round Table on Periodicals, led by Carolyn F. Ulrich, Chief of Periodicals Division, New York Public Library.

March 16. Publishing and Publishers, by Alfred Harcourt, President of Harcourt, Brace & Company.

March 23. A Plea for Rural Town Gardens, by Martha Brookes Hutcheson, Landscape Gardener.

April 6. Round Table on Garden and Nature Books, led by I. H. Horak, New York Public Library.

April 13. The New American Novel by Dr. Carl Van Doren, Literary Editor of The *Nation*.

April 20. Round Table on Present-day Fiction, led by Hannah C. Ellis, New York Public Library.

April 27. Topic to be announced, by Dean Howard Chandler Robbins, The Cathedral of St. John the Divine.

Adventures of a Bookseller

By Ketch

MR. BIGBOSS arrived at the Bookstore not long after its hour of opening, and, before going to his desk on the balcony, stopped and spoke to Mr. Ondeck and Miss Vampet, who were arranging counter displays.

"Do you know who is to be in town today?" said he.

"No," replied Ondeck. "Who?"

"I know," said Miss Vampet. "Mr. Celebrity! Last night's *News* had a big article about it."

"Good!" said Mr. Bigboss. "You should read the papers, Ondeck. Now I want you two to get out all of his books that we have on hand, for he has promised to come in and autograph them. I have been invited to attend the dinner to be given in his honor this noon, so I won't be here to see to the arrangements, but I leave that to you. Display his titles prominently, and put a card in the window announcing autographed copies for sale."

Mr. Ondeck and Miss Vampet hastened to follow these instructions and soon all of Mr. Celebrity's titles, five in number, were prominently placed on a small table near the front door. A chair was brought, and pen and ink provided. Shortly after noon, Mr. Bigboss came in, and enthusiastically detailed the dinner to Ondeck.

"It was a remarkable gathering!" said he.

"Really a brilliant affair. Such witty talk and clever speeches. Ondeck! I wouldn't have missed it for worlds! Well, I must be getting on. I have to go over to the hotel; so, if Mr. Celebrity comes in, take care of him till I return."

"Righto! We'll make him feel 'to home'."

Miss Vampet was quite excited over the event; she had read everything he had ever written, and admired the man tremendously, so, when he did come in, she advanced to meet him with a thrill. But Ondeck was before her, and already had the great man by the hand, so she stood quietly by, trying to reconcile the man before her with the image of him she had created from the printed page. He was a red faced, dapper little man, dressed in a style that invited attention, and had about him an air of distinction that would mark him in any assembly. He carried a cane under his arm, and walked with a quick, springy step, that somehow seemed to contradict the gray hairs that lined his forehead. The impression gained was contradictory, for he seemed to embody both youth and age in one.

"Where's Bigboss!" he exclaimed in a commanding tone. "Where's Bigboss! Is he here?"

"Sorry, but he just stepped over to the hotel to—"

"Always out! Always. Last place on earth to find a manager is in his store. Tell me," taking Ondeck firmly by the arm, "What did he think of the dinner? Did he say anything? Did he enjoy it? What did he think of it, eh?"

"Oh, he was full of it!" responded Ondeck enthusiastically. "Oh very."

For a moment the great man's manner became less assured, then he said:

"I dare say; I dare say. Well, what is it he wants me to do here He said he—"

"He said you had very kindly consented to autograph a few books, so we are all ready for you. Here's a chair, and pen and ink, and if you will just—"

"Not here! Not up here! Do you think I am a public performer? Bring the books back in the corner yonder. The idea! Why didn't you put me in the window?"

He stamped back to the corner, where he put a stenographer to flight, and promptly occupied her chair. Ondeck got some men up from the shipping room, and soon the books were being carried back to the corner. Mr. Celebrity looked askance at them.

"Great Caesar!" he cried. "What is Bigboss thinking of! I would be all day at it if I signed all these. Great Caesar!"

"Just as many as you can," said Ondeck, insinuatingly. "Here's pen and ink."

Mr. Celebrity took the pen, dipped it, opened a book, and started to sign; then he threw the pen on the desk in great indignation.

"Bring me a stub!" he cried. "A stub! This thing is no good!"

There was a frantic rush for a stub, and soon he was supplied with several; so he signed the book, fumbled around the desk, then cried:

"A blotter! Have you no blotters! Come! Come!"

Another frantic rush, and a dozen blotters were handed him. Then he settled to this task.

MR. CELEBRITY SETTLED TO HIS TASK.

"There!" he said, after he had autographed about twenty copies. "That's a day's work! Tell Bigboss to look me up at the hotel. Goodbye. Goodbye."

"But Mr. Bigboss wanted you to—"

But Mr. Celebrity paid no heed to the words. Away he went down the store, his cane swinging jauntily at his side. Ondeck looked at Miss Vampet, and both burst out laughing —Miss Vampet rather ruefully.

"Well, I declare!" said she. "Why, Mr. Ondeck, he isn't anything like what I thought he would be! Well, I declare! I always thought of him as a—well, a mild sort of man."

"Mild!" exclaimed Ondeck.

"Oh his poor wife!" said Miss Gentleways, who came up at this moment. "How does she stand him!"

"She doesn't," answered Miss Vampet, with a laugh. "They are divorced."

"No! Well, good for her!" And both Miss Vampet and Miss Gentleways laughed triumphantly. "Good for her. She was wise!"

"You know, I always liked his *work*," said Miss Vampet. "But I never dreamed he was like—this. I always thought he was—well a mild sort of a man."

"So did I! So did I!" exclaimed Miss Gentleways.

"Exactly," said Ondeck. "And now we have the eternal disillusion. The trouble with you ladies is, that you are looking for a sweet little patootie, who is mild and inoffensive, someone

to lick your boots. And when a real he-man comes along, you are 'disillusioned'!"

"It is easy to see why your wife married you." said Miss Vampet, with a wink to Miss Gentleways.

"Quite," agreed Ondeck readily. "But really, d'ye know I think I'm improving. Only the other night she was threatening to get a divorce."

"It would be too bad if it had to go that far," said Miss Vampet. "But let us spare nothing if it is going to make a man of you, Mr. Ondeck."

Ondeck did not seem put out by this thrust.

"Quite right, quite right," said he, easily. "Man is not made by grace. Heroic measures, Miss Vampet! Heroic!"

Best Sellers in December

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country by the *Books of the Month*.

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

Her Father's Daughter By Gene Stratton-Porter. *Doubleday.*

Helen of the Old House. By Harold Bell Wright. *Appleton.*

Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*

The Sheik. By Edith M. Hull. *Small, Maynard.*

The Flaming Forest. By James Oliver Curwood. *Cosmopolitan.*

GENERAL

The Outline of History. By H. G. Wells. *Macmillan.*

Mirrors of Washington. Anonymous. *Putnam.*

Mirrors of Downing Street. Anonymous. *Putnam.*

Queen Victoria. By Lytton Strachey. *Harcourt.*

Americanization of Edward Bok. By Edward Bok. *Scribner.*

My Brother Theodore Roosevelt. By Corinne Roosevelt Robinson. *Scribner.*

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf, and so are reviewed in the February number are

Collected Poems. By Edwin Arlington Robinson. *Macmillan.*

Herman Melville, Mariner and Mystic. By Raymond M. Weaver. *Doran.*

Fifty Years a Journalist. By Melville E. Stone *Doubleday, Page.*

Messer Marco Polo. By Donn Byrne. *Century.*

Chimneysmoke. By Christopher Morley. *Doran.*

The New World of Islam. By Lothrop Stoddard. *Scribner.*

Selected Letters of Friedrich Nietzsche. Ed. by Dr. Oscar Levy. Trans. by Anthony M. Ludovici. *Doubleday, Page*

The Nietzsche-Wagner Correspondence. Ed by Elizabeth Forster-Nietzsche. Trans. by Caroline V. Kerr. *Boni & Liveright.*

Books in Demand at the Public Libraries

THE February number of the *Bookman* shows that the following were the most popular books at the public libraries during the month of December:

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*

Main Street By Sinclair Lewis. *Harcourt.*

Her Father's Daughter. By Gene Stratton-Porter. *Doubleday.*

Helen of the Old House. By Harold Bell Wright. *Appleton.*

The Brimming Cup. By Dorothy Canfield. *Harcourt.*

The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*

GENERAL

The Outline of History, By H. G. Wells, *Macmillan.*

Queen Victoria. By Lytton Strachey. *Harcourt.*

The Mirrors of Washington. Anonymous. *Putnam.*

The Mirrors of Downing Street. Anonymous. *Putnam.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

The Glass of Fashion. Anonymous. *Putnam.*

Cooperation in Religious Departments

THRU an error in our Weekly Record of January 14, "Ice Breakers and the Ice Breaker Herself," a Womans Press book was listed as "now published by Doran." This was a misinterpretation of the facts. G. H. Doran has taken an imprint edition of the book, which The Womans Press will continue to issue

When Miss Geister's new book "It Is To Laugh," which Doran will publish shortly, comes out, the Womans Press will have an imprint edition of it.

Reminiscences of a Book Scout

By Joseph Jewett Barton

V. Auction Adventures

I WAS walking down South Broad Street, Newark, a few springs ago, when from out of the traffic came a voice with a query that roused me from the tired feeling, as a bugle does a war horse, "Want to buy some books, today?" and then an old acquaintance in an automobile drew along side with a demand that I jump in and off we went.

Naturally I wanted to know where we were going but Bill replied, "What do you care?" "But I've no overcoat and not much money with me," I insisted, but he dug up an overcoat and said I didn't need any money, he had plenty for both of us.

Bill explained that a friend of his was going to have an auction about thirty miles out, a nice little private auction of some storage goods. "I've seen the stuff," he said, "and there are about four or five hundred books. I don't want the books, but there is a lot of antique furniture that I do want. Now what are the books worth to you," and I replied that $5.00 was plenty.

"Well the furniture is worth $30 to me, so I will bid $30.00 for everything and you bid $35.00, and it will be knocked down to you. Here is the cash," and it so happened.

The sale had been advertised, according to law, but probably down in the southwest corner of some obscure local paper where nobody would be expected to see it and the only other bidder that appeared was a little old woman who probably dropped in by accident, and who wanted to buy a table. It was explained to her that the goods must be sold as a lot, not singly, but she could buy everything if she wanted to; but when Bill started the proceedings with his $30.00 bid I expect that sounded like $3,000 to the little old woman, and she fled precipitately. Then I followed with my bid, and after the final third and last call I was the temporary possessor of a choice lot of antique mahogany furniture and some books.

What private arrangement Bill had with the auctioneer regarding the division of the spoils concerns me not at all.

I went thru the books and selected about twenty of the choicest items and put them in the car. I never leave choice things around for somebody else to paw over after they belong to me. We then adjourned for lunch and decided to call it a day's work, and the results justified.

The best of the lot were Mrs. Shelly's "Rambles in Germany and Italy," 2 vols. 8vo. original cloth, uncut, London 1844, first edition; White's "Natural History and Antiquities of Selborne," quarto, polished calf, London, 1789, first edition, and that was a beautiful book, crisp as the day it was printed, but it had been rebound.

Fox's "Book of Martyrs," quarto, calf, illustrated with lithographic plates, published by Wm. Borrodaile, N. Y., 1828; this was probably abridged, as it had good readable type. "A Treatise on Fencing" by J. McArthur, quarto calf, London 1784, with Frontispiece and nineteen other engraved plates; "Saducismus Triumphatus by Joseph Glanvil," 8vo. old calf, London 1726, fourth edition; "The English Physician: or an Astrologo-Physical Discourse on the Vulgar Herbs of this Nation," by Nicholas Culpepper, small folio calf, London 1652; and an old calf bound book on Theology with an engraved armorial book plate of Benj. Kissam, done in later Chippendale style by Henry Dawkins about 1750.

The auctioneer agreed to send the rest of my purchase into Bill's storage warehouse in the morning, and I saw that they were loaded properly; unfortunately he left the wagon, which had no top, out in the yard and it rained hard that night, so when I received my books the greater part were ruined; but I saved a 16 vol. Burton "Arabian Nights," Denver edition, and a few others out of the lot anyway, and with what I had brought with me by auto, it wasn't such an awful loss.

Bill was, and is, an auctioneer himself and owns a big establishment where he holds weekly sales either of consigned or storage goods. It is the custom of most places of this kind to tie up in bundles books good, bad and indifferent.

If you happen to see a good book in a bundle, you have to buy all the junk or books you do not want to get one that you do, so the *one* generally costs a pretty fair price.

I decided to change this method. so volunteered my services to help tie books previous to sales. I tied up all the good ones in several bundles, which I marked, and then at the sale bought those bundles. This scheme worked finely for a time, until Bill found he was getting a lot of bundles on his hands that nobody would make a bid on, and then I lost my job.

One sale I remember, I tied Hamerton's "Etching and Etchers," first edition 1868, a 2 vol. half Morocco edition of "Robinson Crusoe" with Stothard plates; a genealogy of

the descendants of Thomas Olney; Clute's "History of Staten Island," and three more books together and stuck the bundle on the bottom of a pile hoping it would not be noticed by anybody who knew much about books. Sale day came, Bill got along to the books, and I cast my eye around to see who was there that might be dangerous. Nobody there except old Mr. H, an antique dealer, and I breathed easier and my hands stopped perspiring.

Bill started my bundle at a dollar, several women helped it along to three. then old Mr H. put on his eye glasses, gave a look, and started bidding with me trailing along; at $11.00 he stopped and with twenty-five cents more the bundle was mine. As I was going out of the door Mr. H. called after me. "What was it you wanted in that bundle?" but I Yankeed, by asking him the same question, and he said an old friend had asked him to pick him up a nice copy of "Robinson Crusoe," but he didn't know they were worth that much money. I sold the "Etching and Etchers" for $50.00, traded the Crusoe to Mr. H. for some books he had that I wanted, and the others are lying around somewhere yet.

I should not leave Bill and his place without telling of a character who buys under the auction initials of B. P. He is a little, near-sighted Jewish person who when he started on his awful career twenty-seven years ago. Bill says, had a good store, two other buildings, money in the bank and was a leading figure in his synagogue.

His store stock was secondhand furniture and miscellaneous goods. One time, soon after he started to buy at Bill's, he bought a locked trunk and when he got it home and pried it open he had all kinds of "sillik" dresses, expensive lingerie, a few articles of fairly good jewelry, toilet articles, including a solid silver-backed hand mirror, and other desirable articles too numerous to mention, which cost him only a few dollars.

Since then B. P. has been a fiend on everything locked or nailed up. No price was too high; he was the final bidder on all pigs in a poke, and he beat me out of several good boxes of books

* * * *

The money in the bank, the two houses, and the store, have all gone.

George Palmer Putnam has just returned from a two months' trip to England and the Continent. Chief among the manuscripts brought back, he reports, is that of "Painted Windows" by a Gentleman with a Duster, author of "The Mirrors of Downing Street." This new book deals primarily with the outstanding figures of England's religious life today.

Current Clippings

Margot Asquith wife of the former British Prime Minister, is now in America on a lecture tour. Coincident with this event, the George H. Doran Co. has issued a popular one volume edition, bound in cloth and stamped in gold, of "Margot Asquith: An Autobiography." This was formerly issued in a more expensive two-volume edition.

What is actually the first personal word ever received by her publishers concerning Ethel M. Dell has just reached them in a cablegram. Miss Dell's engagement to Col. George Savage, Jr., has just been announced. Miss Dell is living in Guilford not far from London and Col. Savage lives in the same town. Miss Dell has never been interviewed and has never allowed her photograph to be published. In fact, she so dreads publicity that she has enclosed her house and grounds with a high brick wall.

Ben Hecht, of Chicago, successful newspaper man and novelist, is now apparently about to become a successful playwright too. Leo Dietrichstein telegraphed the author of "Erik Dorn" to come on from Chicago last week. He came. He saw Mr. Dietrichstein, and he immediately signed a contract for a new play which Mr. Dietrichstein will put on with himself in the leading part, in September. The opening is scheduled for Chicago. The title of the play is "The Man Who Poses." With a fat advance payment on the play in his pocket, Ben Hecht is now busy on his new novel "Gargoyles," which the Putnams expect to publish in the autumn.

An Encyclopedia of Christianity for English speaking scholars has been undertaken, in America, according to the *Outlook*. It is to be published by Robert Appleton, the publisher who carried thru successfully the publication of the Catholic encyclopedia. It is expected that the work will take six years and will fill twelve large volumes when it is completed. It will be fully illustrated. It is intended that this encyclopedia shall cover the entire field of historical and doctrinal Christianity, including not only its theological and ecclesiastical aspects, but its physical and social aspects as well.

Double-page spreads, in colors, for the Desk Standard Dictionary, published by Funk and Wagnalls have been appearing in the *Literary Digest* and appeared in the *Saturday Evening Post* of February 4. An interesting feature of this publicity is that it contains the names and business locations of all booksellers in the United States who handle the dictionary.

In the Field of the Retailer

A Merchandise Manual

JUST what constructive work can be done in bringing the whole field of retailing into better condition is shown by the examination of a merchandise manual for shoe departments, written by Elizabeth Dyer and published by the Research Bureau for Retail Training, Carnegie Institute of Technology, Pittsburgh. In a book of 130 pages there is a complete introduction to the retail shoe business for the person becoming a salesman in that field. One learns about the parts of the shoe, details about material, so much needed by every one who intelligently handles customers, details as to the making so that the inner problems as well as outward appearance can be understood, a chapter on style, one on fitting the shoes, on justifying prices, selling suggestions, answering customers' questions, and very important material on the anatomy of the foot and the problems involved in foot health. If all the wisdom and detailed information in this brief volume could be fully in the mind of every shoe salesman in the country, the number of people who would suffer uncomfortable hours would be greatly decreased. The possible effect on the happiness of the human race seems incredible. The amount of information that needs to be at the tongue's end of a salesman in a bookshop is infinitely greater than is needed in the boot and shoe field, and every effort to supply this need should be carefully encouraged, and the fact that other trades are realizing the needs of better retailing gives added stimulus to the people in each separate field.

Boy Scouts and Bookcases

DURING National Boy Scout Week, February 5th-11th, the boy's interest is being caught by the Boys' and Girls' Own Bookshop of J. K. Gill Company, Portland, Ore., by offering a dozen prizes for the best bookcase and best libraries for a bookcase, Mabel Arundel Harris manager of this special department, has now a corner known as the Boy Scout Room. This emphasis on the boy's interest has brought many new friends, and these boys are now preparing to submit bookcases in competition, manufactured from the design of the Thomas Bailey Aldrich bookcase, which was popularized during Children's Book Week. Exhibits will be accepted from individuals and also from Scout troops. If a troop product, it must be retained for a troop library and hung in the regular meeting place of the troop. There are three prizes for the best built bookcase entered by individuals, three for the best built bookcases entered by a troop, three prizes for the best library contained in a bookcase entered by an individual, and three for the best library entered by a troop. These prizes run from five dollars down to one dollar, and books to that amount can be selected. The motto of the Book Room is "Not Just *a* Book, But the *Right* Book."

OLIVE KEATING WHO IMPERSONATED "ORPHANT ANNIE" AT THE STORE OF MACAULEY BROS., DETROIT, DURING THE HOLIDAY SEASON

The Doll "Cytherea"

A VERY appropriate suggestion for window display in connection with Hergesheimer's new novel is embodied in the prize which the publishers have recently announced for the best photograph of a character doll exhibited in connection with the book. As those who have read the story know, this doll is at the very center of the theme of the story, and it will be a very interesting problem for many people to plan the dressing of a doll which will represent "Cytherea." The prizes are to be for fifty, twenty-five and fifteen dollars, and the photographs, snap-shots will do, must be filed with A. A. Knopf, Inc., before March 20th.

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

ARTHUR SOMERS ROCHE

The Women's National Book Association met at the Children's Book Shop on the evening of January 19th, the speakers of the evening being Arthur Somers Roche, the author of "The Day of Faith," "Eyes of the Blind," "Ransom," "Uneasy Street" and other best sellers, and Mrs. Ida Bensey Judd, professional reader. Mrs. Judd read "The Preface for a French History of Joan of Arc" by Mark Twain. This was charmingly and sympathetically rendered, and it was a privilege to become acquainted, in such a pleasant way, with a work which has been so little known for many years. It appeared in a collection of Twain's short stories, and Mrs. Ralph Wilson, of McDevitt-Wilson Co., recognized the great beauty of it and suggested to Harper's that they publish it separately, with the result that the story as told by Mrs. Judd, appears in beautiful dress, under the title of "St. Joan of Arc."

Mr. Roche more than fulfilled his requirements as a speaker, for being author's year in the Association, all authors are asked to tell of their early work, and talk about their careers. Mr. Roche's story of his start as a writer, and of the years which led to ultimate success, was just the thing which made the booksellers present glad of the opportunity of knowing him, and hearing what his ideas were about present-day conditions. Much of his talk had to do with the case of censorship and "pseudo-reformers," and he asked the Women's National Book Association as a body, to do what it could in the cause of a less rigid régime of censorship and to help to fight the issues as they are presented by the censors. Thru the efforts of Mrs. Sherwood, Chairman of the Entertainment Committee for this year, and the kindness of Harper & Brothers, every member present received a copy of "Lost Valley" by Katherine Fullerton Gerould. Each book bore the inscription "With the compliments of the author and publisher, distributed thru the Women's National Book Association."

It is planned to give a book at each meeting, and it will usually be, as was the one presented at this meeting, the book of the week.

The National Association of Book Publishers also sent copies of "The Successful Bookshop; a Manual of Practical Information" by Frederic G. Melcher. This booklet gives much valuable information as to how to start a shop, amount of capital needed, proper location, selection of stock, display and promotion and other important "tips."

Rubie Ley, formerly manager of the Liberty Tower Bookshop, New York, sails for Europe on the S. S. Providence on February 25th, for an extended tour. While overseas Miss Ley will attend the International Book Fair, at Florence, Italy, which is to be held under the auspices of the Associazione Editoriale Libraria Italiana, with the cooperation of the Fondazione Leonardo per la Cultura Italiana. She will also spend some time in England and France, where she will study trade conditions, and do some buying for her bookshop, which she plans to open in New York upon her return, the latter part of the next summer. While in Paris, Miss Ley plans to call upon another American girl, Sylvia Beach, whose shop "Shakespeare & Co.," 8 rue Dupuytren. is filling a long felt want in the Latin Quarter.

William Van Renssalaer Whitall, of Pelham, New York, is the founder of a new prize in the world of poetry. He has offered $250 in cash annually to the Poetry Society of South Carolina. This is to be an open competition to "any native-born citizen of the United States or any British subject, speaking English as his or her native language." All poems must be in the hands of the Secretary of the Poetry Society of South Carolina not later than the first of January of each year. "Poems submitted must not be less than fourteen lines in length and special consideration shall be given to sustained poems of considerable length; all poems to be original and unpublished at the time of submission." Mr. Whitall has appointed Amy Lowell judge for 1922, and has named this prize "The Blindman Prize" from the title of the poem, "The Blindman," by Hervey Allen, which appears in "Wampum and Old Gold" recently published by the Yale University Press. Mr. Whitall urges the Society to induce eminent American and English poets to enter this competition. There are a few other conditions, not mentioned here, which may be had upon application to DuBose Heyward, secretary, the Poetry Society of South Carolina, Charleston, S. C.

Rosalie Nixon, of the Paul Morphy Bookshop, New Orleans, has been in New York this last week on a spring buying tour. She was most optimistic about her new venture, and reports that business has been especially good since she opened her shop last fall,

Obituary Notes

SIR ERNEST SHACKLETON.

SIR ERNEST SHACKLETON, the British explorer, died January 5, on board the steamship Quest, on which he was making another expedition into the antarctic regions. He died, after but a few hours' illness, of angina pectoris.

He was born February 15, 1874, at Kilkee, in the south of Ireland. He was educated at Dulwich College. After he finished his course there, he went to sea in the merchant service. He was later a lieutenant in the Royal Naval Reserve. In 1901 he was third lieutenant of the National Antarctic Expedition under the late Captain Scott. He first attracted wide attention when he became Commander of the British Antarctic Expedition of 1907-1909, which reached within ninety-seven miles of the South Pole. The story of any of his great expeditions is thrilling reading, and the contribution of any of them to science was immense.

His books include: "The Heart of the Antarctic," 1909; "The Diary of a Troop Ship," "South," 1920.

Personal Notes

ON JANUARY 24, May White, buyer of G. Fox & Co., Hartford, Conn, was married to George J. McGinn.

Periodical Notes

WILLIS J. ABBOTT has just been elected by the directors of the First Church of Christ Scientist, editor of the *Christian Science Monitor*, the election being confirmed by the newly appointed trustees of the Christian Science Publishing Society. Albert Field Gilmore at the same time and in the same manner was chosen the editor of the monthly publications the *Christian Science Journal, Christian Science Sentinel, Le Heraut* (French), and *Der Herold* (German).

ANOTHER PROMINENT PAPER has turned its attention to more complete comment on books, this time the Cleveland *Plain Dealer*, which will have a well-rounded book section on Saturdays. The *Plain Dealer* is well known throughout the country as well as in Northern Ohio and has always had book reviews and book news. The present step, however, shows the intention of making a more fully rounded department comparable to those that have developed in the four larger cities. The preliminary announcement sent out indicates that the department will endeavor to weld the interest of publishers and booksellers together, and will have a clear conception of the place of the book in the home life of the community.

Philadelphia Booksellers Meet

THE Philadelphia Booksellers' Association met at the Franklin Inn Club Thursday evening, January 19th. Interesting papers were read by J. L. Bush of the Sunday School Union, Hermann Zahn of Charles Sessler and J. H. Roesgen of Jacobs Book Store. These papers showed careful preparation and were rich with useful information on how and how not to sell books.

At this meeting was also held the annual election which resulted as follows: President, Peter Reilly of Reilly's Book Store; Vice President, Frank V. McGrath of Leary's; Treasurer, Elmer S. Murray of The Presbyterian Book Store; Secretary, Rudolph G. Kornbau of John C. Winston Co.

Charles C. Shoemaker announced the coming Houghton Mifflin Night which will be held in February. All bookselling Philadelphia is much interested in this event and plans are well in hand to welcome in some special manner the great New England publishers. The third week of February will be called the Houghton Mifflin Week. Streamers with this title will be used and attractive window displays will be made featuring Houghton Mifflin Company's books. We are safe in promising a hearty welcome to our Boston visitors.

Business Notes

NEW YORK CITY—E. H. Portsch has become Eastern advertising representative of the Chicago *Tribune* book page, with headquarters at 512 Fifth Avenue. Mr. Portsch was formerly with Harper & Brothers and with the McCann Agency and Street & Finney, Inc.

NEW YORK CITY—Harry J. Salzberg has just completed arrangements to operate the Book Stall at the Greenwich Village Theater, at Seventh Avenue and Christopher Street.

PHILADELPHIA, PA.—The agency arrangement under which Fleming H. Revell Company has carried the books of The Sunday School Times Company, Philadelphia, has been discontinued, and trade orders for The Sunday School Times Company should now be sent to it direct.

CLEVELANDS rapid growth to the east along Euclid Avenue, has created so much new business in that direction that Burrows' Bros. Co., has opened a branch store in what is known as "Playhouse Square" which is on Euclid Avenue at East 14th Street.

PORT RICHMOND, N. Y. The Standard Office Service Company at 2088 Richmond Terrace is starting a book department to cater to the residents of Staten Island.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Anderson, William Lincoln, and others
Clerical practice; first lessons in business; Forms to accompany First lessons in business. 6+170 p. tabs. D [c. '21] N. Y., American Book Co. $1 n. form pad. 80 c.
Contents: Securing the situation; Junior assistant; The shipping room; The receiving and stock rooms; The salesroom; The accounting room.

Applebee, Constance M. K., comp.
Spalding's field hockey guide; official publication of the A. F. H. A. 117 p. front., pls., pors. D (Spalding's red cover ser. of athletic handbooks no. 38R) [c. '21] N. Y., American Sports Pub. Co., 45 Rose St. pap. 25 c.

Atherton, Mrs. Gertrude Franklin Horn
Sleeping fires; a novel. 299 p. D [c. '22] N. Y., Stokes $1.90 n.
A story of San Francisco and New York about 1870.

Babbitt, H. E.
Sewerage and sewage treatment. 12+531 p. il. O '22 N. Y., Wiley $5 n.

Babcock, Winnifred Eaton Babcock [Mrs. Bertrand Babcock; Onoto Watanna, pseud.]
Me; a book of remembrance. 356 p. D (Popular copyrights) [c. '15] N. Y., The National Book Co. 75 c.

Ballard, Anna Woods
Beginners' French; [new ed.] 26+303 p. front. (por.), il. pls. (part fold.) fold. map D (The Walter-Ballard French ser.) [c. '21] N. Y., Scribner $1 n.

Beaumont, Roberts, and Hill, Walter George
Dress, blouse and costume cloths; design and fabric manufacture; with over 700 illustrations, in monochrome and in color, of yarns, woven specimens, and designs. 24+579 p. il. pls. plans (part fold. and part col.) (Pitman's textile industries ser.) '21 N. Y., Pitman $12 n.
Partial contents: Industrial and commercial aspects: Silk: thrown, spun and artificial; Weave elements and cloth construction; Drafted patterns: stripes; Spotted and mosaic patterns; Practice in figure designing; Pile, lappet and gauze structures.

Bennett, Arnold i.e. Enoch Arnold
Mr. Prohack. 313 p. D [c. '22] N. Y., Doran $1.75 n.
A novel of a poor rich man.

Better homes; select collection of practical designs for moderately priced homes. 95 p. il. plans Q '21 Milwaukee, Wis., Casper pap. $1 n.

Bindloss, Harold
The man from the wilds. 331 p. D [c. '22] N. Y., Stokes $1.75 n.
The romance of a serious minded young man from the Canadian wilds who is appointed a guardian of a beautiful and wilful English girl about his own age.

Borden, Walter E., and Hooper, Cyrus Lauron
Banking and business ethics; ed. by Frank L. McVey. 8+223 p. il., forms, tabs. D [c. '21] Chic. & N. Y., Rand, McNally $1.35 n.

Brady, Cyrus Townsend, and Brady, Cyrus Townsend, jr.
Web of steel; il. by the Kinneys. 336 p. front. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap 75 c.

Brebner, Percy James [Christian Lys, pseud.]
The ivory disc. 254 p. D (Popular copyrights) [c. '20] N. Y., The National Book Co. 75 c.

Brick for the average man's home; selection of 35 designs for practical and artistic homes, including cottages, bungalows, houses, two apartment buildings and garages. 52 p. il. Q '21 Milwaukee, Wis., Casper pap. $1 n.

Brigham, Albert Perry, and McFarlane, Charles T.
Essentials of geography; a manual for teachers. 198 p. (9½ p. bibl.) front. il. S [c. '21] N. Y., American Book Co. 72 c. n.

Brokaw, Irving
The art of skating; with practical directions by diagrams and instantaneous photographs of skaters in action. 199 p. front. (por.), pls., pors., diagrs., forms D (Spalding red cover ser. of athletic handbooks no. 8R) [c. '21] N. Y., American Sports Pub. Co. pap. 25 c.

Automobile Club of Maryland
Motor tours in Maryland and thru Delaware, District of Columbia, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Province of Quebec, Rhode Island, Vermont, Virginia, West Virginia; [ed. by H. M. Lucius]. no paging il. maps O c. '21 Baltimore, Md., The Automobile Club of Maryland $3 n.

Bryce, Catherine Turner
The charm; [a play for children designed to teach better English.] 18 p. D [c. '21] Bost., The Atlantic Monthly Press bds. 25 c. n.

Bryson, Thomas
Tutorial land and mind surveying. 9+186 p. diagrs., plans, tabs., charts O '21 N. Y., Pitman $3 n.
Prepared for students of the universities in England who are preparing for Certificate and Degree examinations.

Burnett, Frances Hodgson [Mrs. Stephen Townsend]
The head of the house of Coombe. 374 p. D [c. '22] N. Y., F. A. Stokes Co., 443 4th Ave. $2 n.
A story of young love, in fashionable London before the war.

Buschor, Ernest
Greek vase-painting; with 160 il. tr. by G. C. Richards; with a preface by Percy Gardner. 12+179 p. front. il. pls. O [n. d.] N. Y., Dutton $10 n.
Partial contents: The stone and bronze ages; The geometric style; The black-figured style; The red-figured style in the Archaic period; The style of Polygnotos and Pheidias.

Chambers, Mrs. Mary Davoren Malony
Principles of food preparation; a manual for students of home economics; 2nd ed., rev. and enlarged. 20+269 p. front., il. D '21 Bost., The Boston Cooking-School Magazine Co. $1.40 n.

Christie, Agatha
The mysterious affair at Styles; a detective story. 296 p. D (Popular copyrights) [c. '20] N. Y., The National Book Co. 75 c.

Clark, Charles Upson
Greater Roumania; with il. and maps. 7+477 p. front. pors. pls. fold. maps tabs. O c. N. Y., Dodd, Mead $4 n.
An economic history of Roumania, which includes chapters on the arts, literature, politics and natural beauty of the country.

Clouston, Joseph Storer
The spy in black. 306 p. D (Popular copyrights) [c. '18] N. Y., The National Book Co. 75 c.

Clymer, Reuben Swinburne
Race regeneration, the mystery of sex; a course of instruction on the right use of sex; 2nd ed. 5+238 p. O [c. '21] Quakertown, Pa., The Humanitarian Society $2

Cohen, Octavus Roy
Midnight; front. by Lee Thayer. 281 p. D '22 c. '21 N. Y., Dodd, Mead $1.75 n.
The story of the discovery of a woman's disappearance from a taxicab, and the substitution of the dead body of a prominent society man.

Converse, Paul Delaney
Marketing, methods and policies. 20+650 p. il., charts D '21 N. Y., Prentice-Hall $4 n.

Curwood, James Oliver
The river's end; a new story of God's country; il. by Dean Cornwell. 303 p. front., pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Dana, Edward Salisbury, and Ford, William Ebenezer
A textbook of mineralogy; with an extended treatise on crystallography and physical minerology. 9+720 p. il. O '22 N. Y., Wiley. $5 n.

Dawson, Loleta I., and Huntting, Marion Davis
European war fiction in English and personal narratives; bibliographies. 120 p. O (Useful reference ser., no. 25) '21 Bost., F. W. Faxon Co. $1.75 n.
Two bibliographies made from the A. L. A. Booklist, Book Review Digest, Cleveland Public Library, Library Journal, Public Libraries, Publishers' Weekly, U. S. Catalogue and other sources.

Delbridge, Charles Lomax
Delbridge pocket size calculator for multiplication. Shows the result of the multiplication of all numbers from 1 to 200 by all numbers from 1 to 100. 102 p. D [c. '21] St. Louis, Mo., The Delbridge Co., 206 Walnut St. $2 n.

Dewey, John
China, Japan and the U. S. A.; present-day conditions in the Far East and their bearing on the Washington conference. 64 p. O (New Republic pamphlet no. 1) c. '21 N. Y., Republic Pub. Co., 421 W. 21st St. pap. 25 c
Partial contents: On two sides of the Eastern seas; Shantung, as seen from within; Hinderlands in China; Divided China; Federalism in China; The parting of the ways for America.

Brown, Alex., and Sons
Handy-digest; Federal income tax, [1922 ed.]; a manual for individuals; corresponding text of the law. 63 p. D c. '21 Balt., Alex. Brown & Sons pap. gratis [limited ed.]

Calhoun, Mrs. Julia Cornelia
A recital in song, story and dance of the old Scotch romance of bonnie Prince Charlie and Flora McDonald; dramatization and versification by [the author]; historical data and music furnished by John Henderson Geddes. 35 p. front. (por.) il. O [c. '21] Wash., D. C., James William Bryan Press, 324 Munsey Bldg. $1 n.

Campbell, Henry Colin
The "know how" of concreting, written and compiled by [the author from the Bulletins and magazine pub. by the Portland cement association.] 127 p. il. plans tabs. S '21 Nehawka, Neb., Sheldon Mfg. Co. gratis

Colligan, Rev. James A.
The three churches of Santa Clara mission. 2+13 p. fold. map O '21 San Francisco, Cal., [Author] 30 c.

Colorado Springs. Board of Education
Colorado Springs public schools course of study, handwriting. 40 p. O '21 Colorado Springs, Col., Board of Education; Administrative Dept. pap. 10 c.

Dearborn (The) Independent
Jewish activities in the United States; v. 2 of the International Jew, being a reprint of a second selection from articles appearing in the Dearborn Independent from Oct. 9, 1920-March 19, 1921. 255 p. D '21 Dearborn, Mich., The Dearborn Pub. Co. pap. 25 c.

Dickson, Leonard Eugene
First course in the theory of equations. 6+168 p. il. O '21 N. Y., Wiley $1.75 n.

Farmer, R. C.
The manufacture and uses of explosives; with notes on their characteristics and testing; for chemists, ordnance officers, mining engineers, and students; with a foreword by Sir Robert Robertson. 12+116 p. front. (diagr.), plans tabs. diagrs. charts S (Pitman's technical primer ser.) '21 N. Y., Pitman 85 c. n.

Flétcher, Banister Flight, and Fletcher, Herbert Phillips
Architectural hygiene; or, Sanitary science as applied to buildings; a text-book for architects, surveyors, engineers, medical officers of health, sanitary inspectors, and students; il. by [the authors]; 5th ed., revised. il., plans (part fold.) D '21 N. Y., Pitman $3 n.

Fradenburgh, Adalbert Grant
Elements of economics. 364 p. il. D c. '21 N. Y., Scribner $1.40 n.

Gorky, Maxim, pseud. [Alexei Maximovich Pyeshkoff]
Three of them; [a novel.] 303 p. D '22 N. Y., Knopf $2 n.

Grace, Alonzo G.
Immigration and community Americanization. 94 p. (6 p. bibl.) D c. '21 Minneapolis, Minn., Acme Pub. Co. $1 n.
Partial contents: The immigration problem; Immigrant peoples: how they should be studied; The Americanization movement; Methods of organizing a community; Methods of publicity in Americanization; The teacher training process. The author is instructor in anthropology and Americanization, University of Minnesota.

Gray, Maxwell, pseud. [Mary Gleed Tuttiett]
The black opal. 8+320 p. front. pls. D (Popular copyrights) [c. '18] N. Y., The National Book Co. 75 c.

Gregory, Jackson
The everlasting whisper; a tale of the California wilderness. 375 p. front. D c. N. Y., Scribner $1.75 n.
A story of adventure in the Sierras, in which is woven the romance of a girl's gradual regeneration from a spoiled child of wealth into a courageous, strong-willed woman.

Griffith, William
Candles in the sun [verse]. 90 p. S (Little Bookfellows ser.) [c. '21] Chic., The Bookfellows bds. $1.50

Hall, B. J.
Blue printing and modern plan copying; for the engineer and architect, the draughtsman and the print room operative; with 65 illustrations. 9+130 p. il. plans diagrs. pls. O '21 N. Y., Pitman $2 n.
Partial contents: How the photo-print room can help the drawing office; Copying by the camera; Photo-printing plant; Photographic arc lamps; Exposure of photo prints; The photostat; True scale photo-mechanical plan copying; Preparation and modification of drawing for photographic line blocks.

Harris, Corra May White [Mrs. Lundy Howard Harris], and Leech, Faith Harris
From sunup to sundown. 363 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Harrison, Francis Burton
My seven years in the Philippines. 325 p. il. O c. '22 N. Y., Century Co. $3 n.

Heller, B. & Co.
Secrets of meat curing and sausage making; how to cure hams, shoulders, bacon, corned beef, etc., and how to make all kinds of sausage, etc. to comply with the pure food laws; 5th ed. G. 302 p. pors. il. nar. T c. '21 Chic., B. Heller & Co., Calumet Ave. and 40th St. bds. $2.50 n.

Hiscox, W. J.
Factory administration in practice; organization and administration from the factory standpoint. 10+209 p. tabs. charts diagrs. O '21 N. Y., Pitman $2.50 n.
Partial contents: Administration and reorganization; The commercial, or sales, department; The pattern shops; Progress routine in the small factory; The inspector and his duties; The tool and blue print store.

Hooker, Edith Houghton
The laws of sex. 373 p. (3½ p. bibl.) O (Rational sex ser.) [c. '21] Bost., Badger $5 n.
Partial contents: The present anarchy; The history of marriage; The dual nature of sex; The ethical aspects of birth control; The standardization of sexual conduct; Sex as a factor in education.

Horack, Frank Edward
The government of Iowa; [2nd ed.] 13+222 p. fold. maps D c. '21 N. Y., Scribner $1 n.

Early Settlers of America
American hand-book for better citizenship; the Constitution of the United States. no paging por. il. c. '21 Englewood, N. J., G. S. Wyckoff pap. 15 c.

Farquhar, Cosmo
Farquhar's 100,000 five letter cipher code words consecutively numbered from 00000 to 100000. 100 p. F ['21] N. Y., Allied Code Co., of the U. S., Inc., 233 B'way $30 n.

Frick, Erwin W.
Book binding and mending made easy; designed for the instruction of all school children. 12 p. il. pl. O c. '21 Pueblo, Col., [Author] pap. priv. pr.

Gabriel, Ralph Henry, and others
An outline of United States history, for use in the general course in United States history, Yale college. 5+68 p. O (Theodore L. Glasgow memorial pub. fund) '21 New Haven, Conn., Yale Univ. Press 75 c. n.

Goudiss, Charles Houston
Food friends we neglect; a group of rich nutrients which deserve seats of honor at our tables. 9+87 p. O [c. '21] N. Y., People's Home Journal, 80 Lafayette St. priv. pr.

Grierson, Francis
Psycho-phone messages, recorded by [the author]. 94 p. D [c. '21] Los Angeles, Cal., Austin Pub. Co. apply.

Harding, Dorothy Sturgis
The book-plates of Dorothy Sturgis Harding; with text by C. Howard Walker; [with 22 pls.] 5 p. O '20 Bost., The Graphic Arts Co., 516 Atlantic Ave. priv. pr. [200 copies]

Howard, George Fitzalan Bronson-
Birds of prey; being pages from the book of Broadway; il. by Wallace Morgan. 392 p. front. il. D (Popular copyrights) [c. '18] N. Y., The National Book Co. 75 c.

Hutten, Zum Stolzenberg, Bettina Riddle, freifrau von
The bag of saffron; il. by Stockton Mulford. 450 p. col. front. D (Popular copyright) [c. '18] N. Y., National Book Co. 75 c.

Kaye-Smith, Sheila
Joanna Godden. 353 p. D [c. '21] N. Y., Dutton $2 n.
Conventional training and a woman's own instincts and desires struggle with her determined purpose to cultivate and develop a farm.

Kennedy, S. Macaw
Winning the public; new 2nd ed. 148 p. O '21 N. Y., McGraw-Hill $2.50 n.

Kimball, Edward Ancel
Lectures and articles on Christian science. 486 p. por. O [c. '21] Chesterton, Ind., Edna K. Wait $4 n.

King, Georgiana Goddard
A citizen of the twilight; José Asuncion Silva. 38 p. S (Bryn Mawr notes and monographs, 4) c. '21 N. Y., Longmans, Green pap. 75 c. n.
A study of the work of this South American poet.
The play of the Sibyl Cassandra. 55 p. front. S (Bryn Mawr notes and monographs, 2) c. '21 N. Y., Longmans, Green pap. 75 c. n.

Koehring Company
Concrete; its manufacture and use. 207 p. plans il. tabs. nar. D c. '21 Milwaukee, Wis., Koehring Co. apply
Partial contents: Field operations in concrete construction; Materials entering concrete; Miscellaneous notes for superintendent and foreman; Notes on specifications; Convenient estimating tables and examples of use; Waterproofing concrete; Notes on silos, coal and material bins, and grain tanks.

Krampner, William, and Grady, William E.
Arithmetic by grades; third year—first half; Third year—second half; Fourth year—first half; Fourth year—second half [4 v.] various paging il. D [c. '20] N. Y., American Book Co. ea. 60 c. n.
Arithmetic by grades; fifth year—first half; Fifth year—second half [2 v.] 144; 176 p. il. D [c. '21] N. Y., American Book Co. 1st half 60 c.; 2nd half 68 c. n.
Arithmetic by grades; sixth year—first half; Sixth year—second half. 176 p. ea. il. D [c. '21] N. Y., American Book Co. ea. 68 c. n.
Arithmetic by grades; seventh year. 320 p. il. D [c. '21] N. Y., American Book Co. 96 c. n.
Arithmetic by grades; eighth year. 336 p. il. D [c. '21] N. Y., American Book Co. $1 n.

Kummer, Frederic Arnold
The green god; a detective story; il. by R. F. Schabelitz. 301 p. front. D (Popular copyrights) [c. '11] N. Y., The National Book Co 75 c.

Lane, Jeremy
Yellow men sleep. 343 p. col. front. D (Popular copyrights) [c. '19] N. Y., The National Book Co. 75 c.

Lauer, Edgar J., and House, Victor
The tenant and his landlord; [on the rights and liabilities of landlords and tenants under recent emergency housing laws of the state of New York.] 470 p. O c. '21 N. Y., Baker, Voorhis buck. $5 n.

Lincoln, Abraham
Selections from the works of Abraham Lincoln; ed. with introductions and notes by Harry W. Hastings and Harold W. Thompson. 6+262 p. front. (por.) tabs. pors. S (The Windsor English classics) c. '21 N. Y., F. M. Ambrose & Co., 171 Madison Ave. 92 c. n.
Partial contents: Notes for a law lecture; Definition of democracy; The Lincoln-Douglas debates; Lincoln and red-tape; Definition of liberty; Reply to a serenade; Letter to Mrs. Bixby, Nov. 21, 1864.

Locke, William John
Far-away stories. 265 p. D (Popular copyrights) [c. '19] N. Y., The National Book Co. 75 c.

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]
The finding of Jasper Holt; il. by Edwin F. Rayha. 272 p. front. pls. D (Popular copyrights) [c. '15-'16] N. Y., Grosset & Dunlap 75 c.

McCarthy, Justin Huntly
Nurse Benson; founded on the comedy Nurse Benson by R. C. Carton and Justin Huntly McCarthy. 335 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Mace, William Harrison
A beginner's history; il. by Homer W. Colby; pors. by Jacques Reich, [and others]. 9+494 p. front. il. pors. maps D [c. '21] N. Y., Scribner $1.25 n.

Howard, James L., ed.
The origin and fortunes of Troop B: 1788, Governor's independent volunteer troop of horse guards; 1911, Troop B cavalry, Connecticut national guard, 1917. 8+261 p. (2 p. bibl.) front. pls. pors. fold. map fold. plan facsms. O '21 Hartford, Conn., The Case, Lockwood & Brainard Co. $4 n.

Institute of American Meat Packers
Suggested methods of handling plant operating income and expense accounts. 3+53 p. il. forms O '21 Chic., Institute of American Meat Packers, 22 W. Monroe St. apply

Jillson, Willard Rouse
The old Kentucky home, an historical sketch of the old Bardstown country homestead of John Rowan; photographs by the author; [a sketch of the house where My old Kentucky home was written in 1852.] 11 p. front. il. O '21 Frankfort, Ky., [Author] pap. gratis

Los Angeles. Board of Education
Descriptive manual training course, elementary schools. Los Angeles city school district. 77 p. il. forms diagrs. O (School pub., no. 35) '21 Los Angeles, Cal., The Board of Education pap. 30 c.

Macfadden, Bernarr Adolphus
Eating for health and strength. 11+276 p. front. (por.) D [c. '21] N. Y., Physical Culture Corp. $2 n.
Partial contents: Food science and personal efficiency; Balancing the diet; When and how to eat; Home preparation of food; Eating for strength and muscular energy; Eating to gain weight; Eating to reduce weight; Food and the sexual life; Eating to prevent or cure disease; The diet in old age.

Hair culture; rational methods for growing the hair and for developing its strength and beauty. 12+199 p. front. (por.) pls. pors. D [c. '21] N. Y., Physical Culture Corp. $2 n.
Partial contents: Hair as an attribute of beauty; How to care for healthy hair; Facts about soaps and shampoos; Baldness; Superfluous hair; Hair "beautifiers," curling, "permanent waving," bleaching, Titian henna blondes; Eyebrows and eyelashes; The beard; Hair dressing.

Macgowan, Kenneth
The theatre of tomorrow. 302 p. il. pls. (part col.) O c. '21 N. Y., Boni & Liveright $5 n.

McNaughton, Jeannette A.
Our junior department. 108 p. D (Judson training manuals for school and church) [c. '21] Phil., The Judson Press 75 c. n.
Partial contents: Finding good teachers; How to teach juniors; Teaching Missions to juniors; Weekday activities; Junior rooms and equipment.

McNeile, Cyril, i.e. Herman Cyril [Sapper, pseud.]
The man in ratcatcher, and other stories. 282 p. D [c. '19-'21] N. Y., Doran $1.75 n.
A collection of twelve stories.

Martin, Harry V.
The ideal course in short story writing. 117 p. O c. '21 Cin., Writer's Digest leath. $10

Maxwell, William Babington
A little more. 393 p. D c. N. Y., Dodd, Mead $2 n.
The story of a family in comfortable circumstances, not quite happy, because of the wish for a little more money. The money comes, much more than they wished for, but they soon find out that it does not buy happiness, dutiful children or love.

Me. *See* **Babcock, Winnifred**

Metcalf, John Calvin
American literature; [with bibliographical foot-notes.] 444 p. front. il. pors. facsms. D [c. '21] Richmond, Va., Johnson Pub. Co., 11th and Cary Sts. $1.36 n.

Mill, John Stuart
On liberty; [introd. by Matthew Richard Capithorne.] 41+161 p. S (The Atlantic library of English classics) [c. '21] Bost., The Atlantic Monthly Press 75 c. n.
Partial contents: Of the liberty of thought and discussion; Of individuality, as one of the elements of well-being; Of the limits to the authority of society over the individual.

Mills, Edmund M., ed.
The journal of the twenty-eighth delegated general conference of the Methodist Episcopal church. 1502 p. O '21 N. Y. & Cin., The Abingdon Press buck. $5 n.

Mills, Enos Abijah
Watched by wild animals; il. from photographs and from drawings by Will James. 8+243 p. front. pls. D c. Garden City, N. Y., Doubleday, Page $2.50 n.
Intimate studies of wild animals. Many of these articles appeared in the *Saturday Evening Post*, the *American Boy, Field and Stream, Countryside* and other magazines.

Moody, Elinor S.
All power is given unto you; a course of twelve lessons explaining and illustrating the creating and attracting power of the mind, as taught and practiced by New Thought. 157 p. S c. '21 Holyoke, Mass., The Elizabeth Towne Co., Inc. $1.60 n.
Partial contents: Your creative mind; The secret of success; How to concentrate; Creative power of the Word; As ye sow; How to create and attract your own.

Morrison, Henry Clay, D.D.
Sermons for the times. 133 p. D [c. '21] Louisville, Ky., Pentecostal Pub. Co., 1821 W. Walnut St. $1 n.

Nations, Gilbert Owen
Papal guilt of the world war. 26 p. O [c. '21] Wash., D. C., The Protestant pap. 25 c.

Neihardt, John Gneisenau
Laureate addresses; [the function of poetry in education.] 48 p. S (Little Bookfellows ser.) [c. '22] Chic., The Bookfellows bds. $1.25

Newkirk, Garrett
Lincoln lessons for today. 132 p. D c. '21 N. Y., Duffield $1.35 n.
Partial contents: The man; Early addresses; The wise men not consulted; Super-great leaders; Who was Lincoln's best friend?; Was he an educated man?; He went to school to himself; Why he studied Euclid; A churchmember at large; On childhood reading; Brevity of speech; Was he a disciplinarian?; A "six-bit" campaign.

Oppenheim, Edward Phillips
The great Prince Shan. 303 p. D c. Bost., Little, Brown $2 n.
A novel of world politics in 1934 in which the central figures are a cultured ruler of China and an English girl of noble birth.

Orr, Frederick Wesley
Essentials of effective speaking; a beginning course in speaking. 55 p. O '21 Appleton, Wis., The Appleton Press $1

Otter, R. W.
Complete course in confectionery; making and sale of popular candies, chewing gum, creams, cocoa, beverages, ice cream, popcorn, crispettes, nuts, peanut butter, etc. 19 pts. 651 p. O '21 Milwaukee, Wis., Casper pap. $10 n.

Meisenbach, Harry Archibald, and Bassman, Fred
Meisenbach's color mixing guide; helpful hints and suggestions for mixing colors and tints; the effect of printing colored ink on colored stock; tabs. of harmonious color combinations. 30 p. S [c. '21] Jefferson City, Mo., H. A. Meisenbach pap. $1

Neve, Juergen Ludwig
The Lutherans in the movements for church union; [reprinted from articles which appeared from Jan., 1918-July 1921 in the Lutheran Quarterly.] 2+226 p. O [c. '21] Phil., The Lutheran Pub. House $2 n.

New York [City] Public Library
Handbook of the New York public library; [2nd ed.] 63 p. front. il. plans O '21 N. Y., New York [City] Public Library pap. 25 c.

Parker, Cornelia Stratton [Mrs. Carleton Hubbell Parker]

Working with the working woman. 21 246 p. O c. N. Y., Harper bds. $2 n.

The experiences of the author who worked in a candy factory, a laundry, a brass foundry, a dress factory and as a pantry girl.

Parsons, Margaret Getchell

Red letter day plays; [for girls in their teens.] 224 p. D [c. '21] N. Y., The Womans Press, 600 Lexington Ave. pap. $1.35

Pearce, Eugene L.

The seventh wave. 3+322 p. D '21 N. Y., Moffat, Yard & Co. $2 n.

Perry, Arthur Cecil, jr., and Eichmann, Andrew Eugene

Applied grammar; [4 pts. in 2 v.] 152 p. ea. il. D [c. '21] N. Y., Scribner $1 n. ea.

Issued separately, 1920, in 2 vols., under titles: Grammar, book three, and Grammar, book four.

Pilkington, Lawrence

Thoughts in hospital [verse]. 27 p. D '21 N. Y., Longmans, Green bds. 90 c. n.

Pound, Ezra

Poems, 1918-21; including Three portraits and Four cantos. 90 p. O c. '21 N. Y., Boni & Liveright bds. $2.50 n.

Powers, Wilbur Louis, and Teeter, T. A. H.

Land drainage for farmers, landowners and students in general agriculture. 8+270 p. il. O (The Wiley agricultural engineering ser.) '22 N. Y., Wiley $2.75 n.

Prebble, William

House decorations and repairs; notes based on thirty years' practical experience in the multifarious operations of maintenance and repairs in dwelling houses; for householders, apprentices and others. 111 p. il. diagrs. plans S (Pitman's technical primers) '22 N. Y., Pitman 85 c.

Partial contents: Distempering and papering; Plastering; Painting and enamelling; Staining and varnishing; Plumbing and water supply; Glazing, roofing and gullies.

Price, George McCready, and Thurber, Robert Bruce

Socialism in the test-tube; a candid discussion of the principles, the relations, and the effects of socialism. 128 p. front. (pors.) pls. pors. D (The busy man's library) [c. '21] Nashville, Tenn., Southern Pub. Assn., 2119—24th Ave. pap. 25 c.

Raine, William MacLeod

Oh, you Tex! 8+340 p. front. D (Popular copyrights) [c. '19-'20] N. Y., Grosset & Dunlap 75 c.

Ramsay, Robert L., ed.

Short stories of America; ed. with an introductory essay, course outline, and reading lists. 11+348 p. (8½ p. bibl.) front. D (map) [c. '21] Bost., Houghton Mifflin $1.44 n.

Partial contents. The short story as interpreter of America; American types: stories of the frontier by Bret Harte, Hamlin Garlin, Helen R. Martin and others; American traditions: stories of social heritage by Mary W. Freeman, F. H. Smith, Gertrude Atherton; American communities; stories of communal consciousness by William Allen White, O. Henry; The essentials of short-story writing.

Rhodes, Eugene Manlove

Say now Shibboleth; a bit of worldly wisdom; [humorous essays on the usages of the language.] 48 p. S (Little Bookfellow ser.) [c. '22] Chic., The Bookfellows bds. $1.25

[Russell, Mary Annette Beauchamp Russell, Countess]

Christopher and Columbus; by the author of Elizabeth and her German garden; front. by Arthur Little. 435 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Scott, Mansfield

Behind red curtains; il. by George W. Gage. 273 p. col. front. D (Popular copyrights) [c. '19] N. Y., The National Book Co. 75 c.

Seybolt, Robert Francis, tr.

The Manuale scholarium; an original account of life in the mediaeval university; tr. from the Latin. 122 p. (4 p. bibl.) D '21 Cambridge, Mass., Harvard Univ. Press $1.50 n.

Shute, Henry A.

Brite and fair; il. by Warth Brehm. 274 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Smith, Mrs. Amanda Berry

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First published in 1893 by Jewett & Buchanan.

Smith, Thomas R., comp.

Poetica erotica; a collection of rare and curious amatory verse; 2 v. 19+324; 15+328 p. O [c. '21] N. Y., Boni & Liveright bds. $15 n. [priv. pr.; subs. only, 1550 sets.]

Stackpool, Henry de Vere Stackpoole

The beach of dreams; a romance. 324 p. D (Popular copyrights) [c. '19] N. Y., The National Book Co. 75 c.

Powell, A. R., and Walker, K. C.

A selected and annotated bibliography on gas purification; pub. by permission of the Director, U. S. Bu. of mines. 27 p. O '21 N. Y., American Gas Association, 130 E. 15th St. pap.

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Thomas, Edith Lovell

Music in the home. 18 p. D (American home ser.) [c. '20] N. Y. & Cin., The Abingdon Press pap. 15 c. n.

Tompkins, William H.

Mostly boy; il. with drawings by Carl M. Raschen [verse]. 156 p. front. il. D [c. '21] Bost., Badger $1.50 n.

A collection of fifty-three poems of childhood.

Tozzi, Federigo

Three crosses; [a novel.] tr. by R. Capellero. 174 p. D '21 N. Y., Moffat, Yard $2 n.

Trout, Ethel Wendell

Jesus the light of the world; junior dept., first year, pt. 1. 28+127 p. pls. plans maps D (The Westminster textbooks of religious education for church schools having Sunday, week day, and expressional sessions) c. '21 Phil., Westminster Press pap. 50 c. n.

Underhill, James

Mineral land surveying; 3rd ed., rev. and enlarged. 237 p. il. O '21 N. Y., Wiley $3.50 n.

Formerly published by the Mining Science Pub. Co., Denver, Col.

Vanderlip, Frank Arthur

What next in Europe? 6+308 p. D [c. '22] N. Y., Harcourt, Brace $2 n.

Partial contents: Our understanding with Europe; Germany and the indemnity; Russia and the Near East; The Allies' debt to the United States; Payment and rehabilitation; America's responsibilities.

Van Schaick, George Gray

The son of the otter. 345 p. col. front. D (Popular copyrights) [c. '15] N. Y., The National Book Co. 75 c.

Wells, Carolyn [Mrs. Hadwin Houghton]

In the onyx lobby. 288 p. D (Copyright fiction) [c. '20] N. Y., A. L. Burt Co., 114 E. 23rd St. 75 c.

White, William Patterson

Lynch lawyers; with front. by Anton Otto Fischer. 8+387 p. D (Copyright fiction) [c. '20] N. Y., A. L. Burt 75 c.

Who's who in music in California; [ed. by Willey Francis Gates.] 151 p. pors. O [c. '20] Los Angeles, Cal., The Pacific Coast Musician $1.25 n.

Willing, Mrs. Jennie Fowler

From fifteen to twenty-five; a book for young men. 214 p. D [c. '20] Chic., The Christian Witness Co. $1 n.

Wilson, John M-C.

The labour movement and the church. 73 p. D c. Bost., Stratford Co. bds. $1.50 n.

Partial contents: The Incarnation and human brotherhood; The Atonement and the union spirit; Religion and the working man.

Wilson, Mrs. Mary A.

Health and diets; natural corrective diets. 173 p. D [c. '22] Phil., [Author], 241 S. 23rd St. $2 n.

Suggestions for special diets and menus for rheumatic, diabetic, and tubercular patients, together with diets for patients of the Jewish faith, meatless and vegetarian dishes and for reducing

Windoes, Ralph Flagg

Cedar chests, how to make them; 2nd ed., enlarged. 95 p. front. il. O [c. '21] Milwaukee, Wis., The Bruce Pub. Co. $1 n.

Winkenwerder, Huge August, and Clark, Elias Treat

Handbook of field and office problems in forest mensuration. 9+133 p. (1 p. bibl.) O '22 N. Y., Wiley $2 n.

Wodehouse, Pelham Grenville

A damsel in distress. 302 p. D (Copyright fiction) [c. '19] N. Y., Burt 75 c.

Woodburn, James Albert, and Moran, Thomas Francis

The citizen and the Republic; a text-book in government; rev. ed. 8+424+45 p. (bibl.) front. pls. O [c. '18-'21] N. Y., Longmans, Green $1.64 n.

Wronsky, Thaddeus

The singer and his art. 266 p. O c. '21 N. Y., Appleton $3 n.

Saurusaitis, Peter

Thirty days in Lithuania in 1919; being an account of personal experiences and observations encountered in a trip extending from August 30, 1919-February 16, 1920. 20 p. D '20 East St. Louis, Ill., Call Printing Co. pap. gratis

Swann, George

Swann's sermons, v. 5. 244 p. D '21 c. '22 Louisville, Ky., [Author], 928 Cherokee Rd. $1.50

Thayer, Vivien Trow

The misinterpretation of Locke as a formalist in educational philosophy. 24 p. O (University of Wisconsin studies in the social sciences and history, no. 3) '21 Madison, Wis., Univ. of Wisconsin pap. 50 c.

Treadwell, Aaron Louis

Nereis [ceratonereis] Alaskensis, a new polychaetous annelid from Alaska. 3 p. il. O (No. 2397; from the Proceedings of the U. S. Nat. Museum, v. 60) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

U. S. Senate. 67th Congress, 2nd Session

Korea's appeal to the Conference on limitation of armament. 44 p. O (Document no. 109; Dec. 21, 1921) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

White, Edmund Valentine

Mental arithmetic; 2 v. various paging il. D [c. '21] Richmond, Va., Johnson Pub. Co., Mutual Bldg. ea. 60 c.

Woodworth, Ralph Smith

A brochure of verse. 2+39 p. S c. '21 Elkhart, Ind., Crescent Pr. Co. pap. 35 c.

Rare Books, Autographs and Prints

ETCHINGS, lithographs, drawings, pastels and bronzes of Degas are on view at the Grolier Club. This exhibition is the first in this country to show the various sides of this artist's work.

The last issue of *The Dickensian* of London reports forty-six branches of the Dickens Fellowship, four in London, twenty-four in the remainder of England, one each in Ireland, Scotland and Wales, four each in Australia and Canada, and seven in the United States.

The library of Gen. George C. Meade, who commanded the Union Army at Gettysburg, consisting mainly of regimental histories, reports of battles of the Civil War, narratives and Confederate imprints was sold by Stan. V. Henkels, in Philadelphia, on January 27.

Charles Dickens's "Pickwick Papers" never loses its attraction for illustrators. The latest artist of note to devote his talents to the great novel is Charles E. Brock who has made twelve drawings which have been published in a limited edition de luxe and an ordinary edition by Arthur W. Waters, of Birmingham, England.

The letters and business records of the late Henry Villard, covering his career as a railroad and steamship executive from 1874 until his retirement in 1895, have been presented to the Widener Memorial Library of Harvard University. The papers are said to present a remarkable record of railroad development in the Pacific Northwest.

Another discovery relating to Conrad's "Chance" is reported by *The Bookman's Journal.* It has been generally understood that the American edition was dated 1914; it now appears that Doubleday, Page & Co., issued a small number—supposed to be ten or twelve—dated 1913, and it now seems probable that these copies were issued prior to the genuine first issue of the English edition.

A copy of the famous Dante manuscript, known as the Codice Trivulziano, has been presented to the New York University and will be placed in the Gould Memorial Library on University Heights. It is the gift of Luigi Carnavole of Chicago and is one of seventy copies which will be presented to the President for the White House Library, the Congressional Library, and universities thruout the country. The gift is in commemoration of the 600th anniversary of the death of Dante.

Illuminated and other manuscripts together with printed books, the property of Capt. John Harrison-Broadley, with additions, will be sold at Sotheby's in London, February 13 and 14. These consignments comprise many rarities, among them a Flemish Horae; an English 15th century Horae; an Italian 15th century Pontifical; early printed books; tracts and plays of the 17th and 18th centuries; books with colored plates; Higden's "Polycronicon." printed by Caxton in 1482; the Second and Fourth Folios of Shakespeare; a signed autograph draft of Richard Crawshaw's first volume of poetry; a contemporary account of the Scotts Guards of 1688; and a remarkable Byzantine Psalter of the 11th century.

Three important book sales in this country—that of the Corder collection at the American Art Galleries January 26 and 27, the Dickens collection February 1 and 2 and the Thackeray rarities February 6 and 7, both at the Anderson Galleries—and several smaller sales have come in a very short period. In London a very important part of the Christie Miller Library will be sold on February 6 to 10 inclusive. Not since March, 1920, when the Forman, Wallace and Yates Thompson sales were very closely bunched have there been so many rare books sold in so short a time. Some collectors looked forward to a drop in prices and even some dealers felt dubious but it now appears as if these sales from start to finish will have been well attended and good prices maintained.

An appreciation of Amy Lowell, the Boston poet, appears in *The Landmark* and makes strong claims for her as a collector. Her library is said to be one of the finest in America and her collection of manuscripts of Keats surpassed only by that of the Earl of Crewe. It was her passion for Keats, leading to the study of his manuscripts, that fixed her purpose to become a poet. The format and type of her first book "A Dome of Many-Colored Glass," published in 1912, followed that of Keats's "Poems;" and, it is said, that it was due to her exertions more than of any other person that it was found possible to purchase the Keats House in Hampstead for preservation as a memorial.

Some years ago THE PUBLISHERS' WEEKLY issued a classified list of private book collectors which was at once much appreciated by the book-trade. Two years later a second edition, enlarged and with improved classification, was published; and, still later, a third edition, limited to 300 copies, which is now out of print and is frequently called for. There is need of a new edition, more comprehensive, with great care for accuracy of addresses and the most careful classification in order to give it the greatest possible usefulness. Such a revised and improved edition is now being prepared and dealers and collectors can render important assistance if they are so disposed. and we believe it is for their interest to do it. Collectors not heretofore enrolled are invited to send in the names, full addresses, and special lines in which they are interested. Librarians who are systematically adding to special collections may find this an effective method in keeping in touch with dealers in this country and England. This list is becoming more or less an established institution, important alike to the dealer and collector, as a means of communication. Suggestions or information from any source will be appreciated.

The sale of the Corder Collection, with additions, at the American Art Galleries on January 26 and 27 must have pleased every body for there seemed to be a very lively interest in rare books, and prices thruout were well maintained. The stability which valuable books are showing must give collectors a great deal of satisfaction, and, at the same time, it is highly encouraging for the trade because it is the very foundation of their business. The Dickens, Thackeray and Kipling special collections sold especially well; the Cruikshank and Rowlandson illustrated books brought good prices, some very high prices; and the collected sets of first editions brought quite as much as any one had any right to expect. A few of the rarer lots and the prices realized were the following: Ainsworth's "Works," 109 vols., a collected set of first editions, London, 1826-1911, $1350; Frederick Augustus, Prince of Brunswick's "Reflections on the Character of Alexander the Great, London, 1767, Washington's own copy, with his autograph signature at the head of the title and with his book plate, $1,550; Lord Bulwer Lytton's "Works," 127 vols., v. p. 1820-1883, collected set of first editions, $1,225; Cruikshank's "The Humorist," 4 vols., morocco, London, 1819-20, an uncut copy of the first issue of the first edition, $825; Dickens's "Writings," 73 vols., morocco, London and Boston, 1836-1882, a collected set of first editions, $2,300; "Pickwick Papers," 1836-37, in parts, first issue of the first edition thruout, $3,450; Milton's "L'Allegro," London 1920-21, a beautifully executed manuscript in the style of the early 15th century, $1,000; Kipling's "Letters of Marque," London, 1911, one of two known copies, the remainder of the edition having been suppressed by the author, $1,525; Charles Lever's "Works," 55 vols., calf, Dublin, London and Edinburgh, 1839-1879, a collected set of first editions, $950; six original water color drawings by Thomas Rowlandson, signed and bound in morocco, circa 1800-1815, $750; Surtees's "Sporting Novels," 5 vols., in parts, 1853-65, in choice condition, $850; Thackeray's "Works," 53 vols., calf, London, 1840-1879, a collected set of first editions, $850; "Vanity Fair" in parts, London 1847-48, first issue with all of the advertisements and slips, $2,100; and Anthony Trollope's "Works," 135 vols., morocco, London and Edinburgh, 1848-85, first editions with eleven presentation copies, said to be the best set ever offered at public sale, $1,700.

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Dr. Austin Flint, Auscullatum and Percussion (about 50 pp.)
Dr. Henry Bigelow, Hip Joint Dislocations, and Fragments of Medical Science.
A Trip to the Azores, Boston about 1871.
Mencken, Ventures in Verse, 1901, G. B. Shaw, His Plays, 1905.
The Philosophy of Friedrich Nietzsche, 1908, The Artist, 1912.
A Book of Burlesques, 1916; A Little Book in C Major, 1916.
In Defence of Women, 1918, 49 Little Essays, 1919.
Heliogabalus (with Nathan), 1920.

Wm. H. Allen, 3417 Walnut St., Philadelphia, Pa.

Mitchell, Business Cycles, 3 copies.

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Jose, A. P. Valdes Brentano.
Studies in Modern Music, Hadow, Macmillan.
Sonia, McKenna, Doran.
Sir Wm. Johnson and Nations Griffis, Dodd.
Hagar, Mary Johnston.
Frontier Men of New York, J. R. Sims, 2 vols., Albany, 1882.
History of Schoharie County J. R. Sims, Albany, 1845.
Story of the Palatines, S. H. Cobb, Putnam.
Island of Regeneration, C. T. Brady.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Companions of Paul, D. J. Burrell.
Present Lessons from Distant Days, Dr. Wayland Hoyt.
Armitage, History of the Baptists.

American Baptist Publication Society, 223 Church St., Toronto, Ont.

The Jewish Messiah, Henry Drummond.

American Photographic Publishing Co., 428 Newbury S., Boston 17, Mass.

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Burton's Arabian Nights, Bagdad ed.

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Child, Book of Knowledge.
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History of the Precious Metals, 1902 ed., Alex. Delmar.
Philosophy of Kant, H. S. Chamberlaine.
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Original Comic Operas of Gilbert, (Librettos), Chapell, 1911.
Southern Selections or Orations, by James, published prior to 1882.
Gay, Beggar's Opera, $10.00 edition, Doubleday, P.
Paine & Shroud, Oil Production Methods.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.

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Pepy's Diary.
Dante Inferno. Temple ed., cloth.
Dante Paradiso, Temple ed., cloth.

Brooklyn Museum Library, Eastern Parkway and Washington Ave. Brooklyn, N. Y.

Harper's Weekly, May 26, 1883.

Brooklyn Public Library, 26 Brevoort Place, Brooklyn, N. Y.

Carrington, Thos. S., Tuberculosis and Sanitorium Construction, 1914.

W. A. Butterfield, 59 Bromfield St., Boston, Mass.

Moreau, Vauthier, Technique of Painting, Pub.
Happy England, Black's Colour Books.
Facsimile reprint, Herbert's, Temple, Dodd, Mead.
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Crucifixion by an Eye Witness.

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The Biblio, number two and three, 20 cents each.

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Carter, Bernard, Poems, 1824.
Murat, A., Items on America.
Sanderson, Lives of Signers, set or latter vols.
Tom Hood, Fairy Realm, ill. by Dore.

Columbia University Library, New York City

Moore, George, Modern Painting, Scribner.
The Federalist, ed. by P. L. Ford, Holt.
Webster, Grammatical Institute, Part 1, 1783; Part 3, 1785.
Tarbell, Life of Abraham Lincoln, vol. 4, Doubleday, McClure, 1900.
Wells, Benj. W., Century of French Fiction, Dodd, 1912.
McKee, National Conventions, 1789-1904, Lord Baltimore Press.
Hamilton, Studies in Stagecraft, Holt.
Langlois and Seignobos, Introd. to Study of Hist., Holt.
Eliot, G., Romola ed. by Dr. Guido Biagi, vols. 1-2, 1906, McClurg.
Poe, Edgar Allan, The Complete Poems collected, ed. and arranged with memoir, notes and bibliography by Whitty, 3rd ed., rev., Houghton, 1918.
Meistermann, Father Barnabas, New Guide to the Holyland, Burns & Oats, 1908.
Flemming, Louis, A. Synonyms, Antonyms and Associated Words, Putnam, 1913.

Congregational Publishing Society, 14 Beacon St., Boston 9, Mass.

Luther and the Bible, Stork, United Lutheran Pub. House.
The Children of Old Parks Tavern, F. A. Humphrey.

The Cornell Co-operative Society, Ithaca, N. Y.

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Tatlock & Mackay, A Modern Readers Chaucer, Scribner, N. Y., with the coloured illustrations.
Thomas, I., History of Printing in America.
Tomson, Jean Francois Millet and the Barbizon School, 1905.
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Boston Review, vols. 5 and 6, 1865-6.
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Educational Review, Oct., Nov., Dec., 1921; Jan., 1922, pub. price.

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Her Husband's Purse, Helen R. Martin.

Fort Wayne Public Library, Fort Wayne, Ind.
Riley, J. W., Volume two of Complete Works, Biographical ed., cloth, Bobbs.
Volume 93 Annals Amer. Acad. Pol. & Soc. Science, Jan., 1921, Present Day Immigration.

Fowler Bros., 747 So. Broadway, Los Angeles, Cal.
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Macoun's Catalog Canadian Plants, set or parts.
Audubon's Birds, 8vo ed., vols. 6 and 7.
Darlington, Memorials Bartram & Marshall.
Bent's Diving Birds & Gulls and Terns, Bulls. U. S. N. M., 107, 113; 1919, 1921.

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Leonine and Company.
Tarbell, Ida, History of Standard Oil Co.
Barber, Anglo American Pottery.
Williams, French English Dictionary of Legal Words, 1911.
Lippard, Blanche of Brandywine.
Ellis, Ed. S., Log Cabin and Deerfoot Series.
Phonograph Book by Macfarlane, 1917.
Long, Sane Sex Life.
Lindsley, Elements of Tachyraphy.
Note-Taker.
The Takigrafer.
Strassburgher, Ed., Literary Rambles in France.

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Constant, S., At Yorktown, N. Y., 1903.
Copeland, D. S., Hist. Clarendon, 1889.
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DeVinne, Reprint of Moxon, Doctrine of Handy-works.
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Elizabeth, N. J., Hist. of, by Hatfield, 1868.
Ellet, Mrs., Women of Revolution.
Fisher, Hawks and Owls.
Gibbes, Sarah Reeves, Life of.
Hamm, M. A., Famous Families of N. Y., 2 vols., 1902.
Hoffman, Guide to Birds of New England.
Lea, H. C., Hist. Inquisition Middle Ages, vol. 1, Macm.
Lea, H. C., Hist. Inquisition in Spain, vols. 2, 3, 4, Harper.
Logan, Mrs., Part Taken by Women in Amer. Hist.
Menken, In Defence of Women.
Perkins, S. G., Revol. in San Domingo, 1886 Reprint from Mass. Hist. Soc.
Sewall Samuel, Diary of, vol. 3 or set.
Tudor, Life of James Otis.
Waldo, S. Putnam, Biog. Sketches Amer. Naval Heroes in Revol.
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Westchester Co., N. Y., by Scharf, latest ed.
Westchester Co., N. Y., During Revol., Dawson.
Genealogies: Bent, Who Begot Thee? Gen. of Bent, Brown, etc.
Caldwell, John & Eliz., Descend. of.
Dillingham by Swift, 1911.
Herrick, 1885.
Heywood gen.
Millikan by Ridlon, 1907.
Salisbury, Family Histories, 1892, vol. 1.
Sweet, Silas, of New Bedford, 1898.
Woodhull in America, 1904.

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Dominquez, Shipper's Guide for Consular Regulation of Cuba, N. Y., 1917.
Le Duc, Gontier Col. and the French pre-Renaissance, N. Y., 1918.
Crewy's Ernstein Simplified, Wright, N. Y., 2 copies.
Dreyer, Das Thal des Lebeus, Lederer, N. Y., 1903.
Kuoblanch, A War Committee, French, N. Y., 1915.
Knoblanch, Marie Odel, Tower Bros., N. Y., 1915.
Knoblanch Paganini, N. Y., 1915.
Fete, Social and Indust. Conditions in North during Civil War, Mac., 1910.

Charles F. Heartman, P. O. Box 254, Perth Amboy, N. J.

Carrington, Ab-Sa-Ra-Ka, Home of the Crosst, Phila., 1868.
Cotts, The Conquest of California, Phila., 1847.
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Fowle, A Total Eclipse of Liberty, 1755.
Mellen, Sermon for the Reduction of Montreal, 1760.
Harmon, Journal, 1820.
Huske, Present State of North America, 1755.
Session Laws published during the Revolution.
Western Railroad pamphlets.
Albert Pike, Prose Sketches and Poems, Boston, 1834.
Pamphlets on Texas.
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Constitutional Debates, Fernald.
Bayle, Dictionary Historical and Critical, London, 1710.
Herman Melville, Mardi.
Herman Melville, Pierre.
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Herman Melville, The Confidence Man.
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Stephen Crane, The Black Riders .
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Winter Studies and Autumn Rambles in Canada, by Anna Jameson, 3 vols., London, 1838.
Books by William Godwin.
Allibrone's Dictionary.

Illinois Book Exchange, 202 So. Clark St., Chicago, Illinois

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Beers, History of English Romanticism in the XVIII Century.

Jordan Marsh Company, Boston, Mass.

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Wanderings Among South Sea Savages, Wilfred Walker.
Grim Tales Made Gay.
Carry On, Dawson.
Ancestry of Thirty-Three Rhode Islanders, Curtin, pub. at Albany, 1889.
Beaumarchais, an old novel.
Ionica, poems.
Isaac Taylor's Words and Places, pub. Mac., 1885.
Flowers and Gardens of Madeira, Du Caine.
Life and Times of Akhnaton, Weigall.
Vigilante Days and Ways, Langford.
Cape Breton Tales, H. J. Smith, Atlantic Monthly Press.
Fenollosa's Mural Painting in Boston Public Library.
Abbey's Quest of Holy Grail.
Handbook of the Library of Congress, edited by Herbert Small.

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Salamander, Owen Johnson.
Egotism in German Philosophy, Santayana, pub. by Scribner.

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Romance of Commerce, Selfridge, Lane.
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Anglo-American Pottery, Barber.
Mansions of England in Olden Time, Nash.

Los Angeles Public Library, Los Angeles, Cal.

Bauer, Heinrich, Practical History of a Violin.
Collier, Manual of Oil Painting.
Ellwanger, W., Oriental Rugs.
Emery, F. B., Violinist's Dictionary.
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National Research Council, Bulletin no. 12.
Nisbet, Hume, Painting in Water Colors.
Upton, G. P., The Song, 2 copies.
Ward, John, Sacred Beetle.
Illinois Historical Collections, vol. 1.

Louisville Free Public Library, Louisville, Ky.

Callahan, Jas. M., Diplomatic History of the Southern Confederacy, last edition.
Ives, Geo., History of Penal Methods, Criminals, Witches, Lunatics, last edition.

Lowman & Hanford Co., Seattle, Wash.

Dr. Syntax in Search of the Picturesque, Wm. Coombe.
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McDevitt-Wilson's, Inc., 30 Church St., New York, N. Y.

Letters of the Wordsworth Family, 3 volumes, Knight.
Gissing, New Grub Street, American edition.
History of Clarendon, 1810-1888, D. S. Copeland, 1889.
At Yorktown, New York, S. Constant, 1903.
History of the City of New York, Mrs. M. J. R. Lamb, 2 vols., 1887-1880.
Famous Families of New York, M. A. Hamm, 2 vols., 1902.
Manual of the City of New York, Valentine, years 1848-1852; 1855-1858; 1861-1865; 1869-1870.
Mitchell's Business Cycles.
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Thorpe, Francis Newton, comp. and ed. Federal and State Constitutions, Colonial Charters, etc., vol. 2.
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Browning's Works, Camberwell edition.
Dickens Works, Chapman Hall edition, cloth.

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Wiener, Yiddish Literature of 19th Century.
Saffell, Records of Revo. War, Phila., 1860.
Letters to Franklin from His Family, 1859.
Carey's Franklin Almanacs, Any years.
Strange, Alphabets, London, 1895.
U. S. Fish Commis. Rep. about 1877, Starbuck's Amer. Whale Fishery.

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Mutual Comfort Magazine, 1918, 1919, 1920, 1921.

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Am. Journal of Cutaneous Dis.

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Wilson, Aristocrats of the Garden, Doubleday.
Hawaiian Dictionary, by Andrews.
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Any books on or by Whistler.
Herman Melville, any old editions of his books.
Henry Thompson's Catalogue of Blue and White China.
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Art Journal, 1894.

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Smith, W. P., The Book of the Great Railway Celebration of 1857, pub. App., 1858.

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Trollope, H. M., Life of Moliere, Dutton, 1905, $3.50.

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Ford, Art of Extempore Speaking.
Groton, Secrets of Sunday School Teaching.
American Journal International Law, vol. 14, Oct. 4, 1920.

Scrantom's Incorporated, Rochester, N. Y.

The Lost Phoebe.
Hasbrouck, Chokecherry Island.
New International Encyclopedia, latest ed.
Lewis, The Boss and How He Came to Rule New York.
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Hume, Queens of Old Spain, Doubleday.
John Jasper's Secret, Chimney Corner, N. Y., 1871.
Mystery Edwin Drood, and Some Uncollected Pieces, Fields, Osgood & Co., 1870.
Sala & Stanley, Speeches, Letters and Sayings of Charles Dickens, Harper, 1870.
Scott, J. F., Heredity and Morals.
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Chalomel, History of Costume.
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Corpus Poeticum Boreale, Old Norse Sagas.
Kipling, Puck of Pooks Hill, with Rachem illustration.
Jones, Henry, Browning as a Philosophical and Religious Teacher.
Selections from Browning, 20th Century Text Series, pub. Appleton.
Contemporary Review, vol. containing number for June 1890.
English Text Society, English Guilds.
Nettleship, Browning, Essays and Thoughts, pub. Scribner & Welford.
Symonds, An Introduction to the Study of Browning, pub. Cassell & Co.
Fotheringham, Studies of the Mind and Art of Browning, pub. Wessels.
Rabbi Ben Ezra, pub. G. Bell & Sons, Frontispiece by C. Dean, edition by Chiswick Press.

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Sprague, Philosophy of Accounts, Ronald.
Paine, Campus Days, Scribner.
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Six Steps to Honor.
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Moody, S., What is Your Name?
Thomas, Register Amer. Manufacturers.

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Railey, Theory of Sound, vol. 2, 1894.
Farmer, National Songs & and Ballads, English and Scotch, before 1800, 5 vols.
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Short, Christian Science, What It Is and What Is New and True About It.
Boston Directory, 1789.
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Christian Science Journals, 1883 to 1893.
Christian Science pamphlets before 1890.

Spon & Chamberlain, 120-122 Liberty St., New York

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Thompson, Conduction of Electricity through Gases.

G. E. Stechert & Co., 151-155 West 25th St., New York

Addams, Hull House, Maps, etc., Crowell.
American Journal Urology, 1918.
Basiat, Essays Polit. Econ., Putnam.
Boies, Science of Penology, Putnam.
Boyd, Indian Local Names, York, Pa.
Chapin, Standard of Living, Charities.
Davis, Novels, vol. 19 Bar Sinister, Crossroads, ed.
Ferrero, Lombroso's Criminal Man, Putnam.
Fitch, Steel Workers, Charities.
Folks, Care of Destitute, Mac.
Fowle, Poor Law, 2nd ed., 1908, Mac.
Hart, Prev. Treatment Neglected Children.
Hazard, Santo Domingo, Past and Present, Harper.
Hunter, Poverty, Mac.
Ireland, Catholic Church, 2 vols., Herder.
Metternich, Memoirs, 3 vols., Harper.
Moore, Avowals, 1919, Boni & L.
More, Wage Earner's Budget, Holt.
Simms, Views and Reviews, Wiley, 1845
Stone, First ed. of American Authors, 1893.
Trudell, Wonderful Discovery Book Job, 1890.
Walker, Political Economy, Holt.
Waters, Visiting Nurses, Charities.

B. F. Stevens & Brown, 4, Trafalgar Square, London, England

Anghiera, De Orbe Novo, 1912.
Grandjeur, Outline of Phonology, 1905.
Jayas, African Negro Art, 1916.
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Nitze, W. A., Glastonbury and Grail, 1903.
Osborne, Engraved Gems, 1913.
Quaife, Illinois 100 Years Ago.
Sandburg, Chicago Poems.
Studies in Psychology by Colleagues etc. of E. B. Titchener, 1917.
Pollard, Digest of Decisions of Law in Patent Office, 1897-1912.
Trall, Sexual Physiology, 1866.
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Newspapers, runs or single issues of the following periods: N. Y. Herald, 1835-40, 1875-85; N. Y. Tribune, 1840-50, 1870-79; N. Y. Sun, 1880-89; N. Y. Journal, N. Y. World and N. Y. American, 1890-95; N. Y. World, 1883-90.
Giles, H. A., History of Chinese Literature.

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Benson, R. H., By What Authority?
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Mencken, Philosophy of Nietsche, 1st ed. only, pub. Luce.
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Armstrong, Dr. Lewis, Chronicles of the Armstrong Family.

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Marmer's Tonga.
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McClure & Parish, Memoirs of Wheelock.
Muren, G. M., Prostate Gland Hypertrophy, Phil., 1908.
Mulford, Prentice Works, White Cross Library or Needham edition.
N. E. Business Directory and Gazetteer.
Patterson, Small Boat Building, Outing Handbook.
Pierce, Bradford K., Trials of an Inventor, Life and Discoveries of Charles Goodyear, N. Y., 1856.
Personal Narratives of Thomas Hancock, London, 1856.
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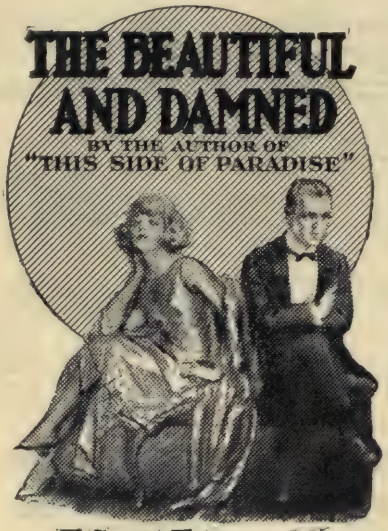

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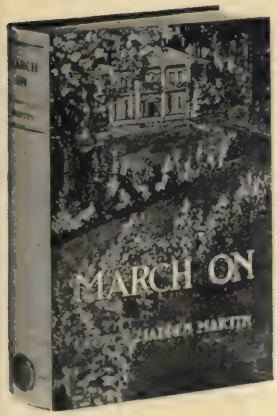

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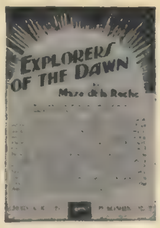

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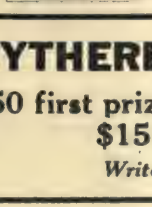

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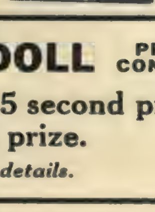

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Publication date April 15. *Probable Price* $1.75

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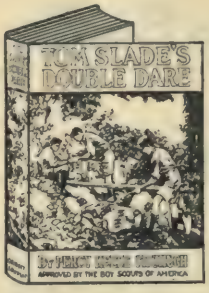

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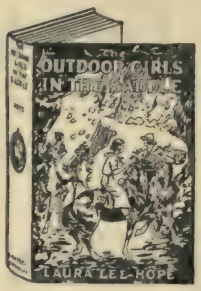

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

February 11, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Worth of a Salesman's Time

IT is worth while for industry to pause occasionally to estimate the industrial value of those men who tour the country month after month, bringing to the attention of the retailers the product of the manufacturers.

Those who carefully study the problems of distribution and the elements that enter into successful and economical merchandising never fail to come from such an investigation with an increased respect for the pivotal value of those who in the field are the representatives of established lines or of new proposals. It is sometimes speciously argued that there would be a saving in the ultimate cost of a product if the expenses of travelers were dispensed with, but actual experiments in this direction have shown that this change is uneconomical in result, and that only by means of personal presentation can the goods be distributed in quantities that accomplish low production cost.

The method that preceded this era of the traveler was the system that brought the retailer annually or semi-annually to the large distributing centers to select his goods. There is in this operation a larger expenditure of time than by having travelers in the field, except in some lines of merchandise, where the year's buying can be planned at one special time and where there are advantages in seeing large contrasted groups of merchandise at one time.

Successful retailers who analyze the elements that have permitted them promptly and adequately to meet the needs of their communities are always generous in their appreciation of what the contact with the well-informed traveler means to them. They get information, suggestions and selling inspiration that could not be had from cold type, and these travelers acquire a keen faculty of taking from one place to another ideas for buying and selling that are an important contribution to the success of all stores.

The old-fashioned idea that a traveler was a man to be kept scraping his feet on the door mat has pretty well passed away, altho there are still some buyers who believe that they need high fences around their time in order to protect them from the inroads of the sample cases. The contact between the traveler and the retailer is after all a short allotment of time for the value that can be obtained, and if the retailer is well-prepared with a knowledge of his business and local conditions, there is everything to gain by giving ample time to the traveler and not only in giving ample time but giving it as promptly as conditions permit. The idea that the dignity of a buyer is increased by the number of hours he can keep someone waiting in his city for attention should pass out along with all other misunderstandings between buyer and seller. In the long run the buyer must pay for waste of time just as he must pay for everything that affects the cost of a product, and in these times when everyone is interested in reduction of cost there is a real reason for careful husbanding of the time of the travelers.

One Thousand Members Needed

REPORTS coming in from the Executive Committee of the American Booksellers' Association indicate that it is aggressively handling the vital problem of increased membership. The Convention last spring set 1000 members as its objective, and no better time could be selected for such a drive. Booksellers scattered over the country too little realize what the national organization, even with its slight machinery, has done to better the conditions under which they work, and even tho unable to attend the Convention, these dealers ought to give their moral support by joining and their financial support which will enable the Executive Committee to accomplish more.

One of the Convention Committee recently wrote: "Many of our prominent booksellers who are not members of the A. B. A. are laboring under the impression that our Conventions are just a lark and that many things are discussed there that have no vital importance or are not important enough to warrant their attending the Convention.

"Now is the time to correct this impression. The future of the book business has great promise, and we must make our organization complete and make it stand for nationwide effort to improve bookselling conditions."

Maintaining Standards

STATISTICS and percentages have never received such wide attention as in the past few years. We find them on all sides molding our opinions. It often seems, however, as tho figures were quite generally suspected by those that read them. Among current statistics received are some from the National Industrial Conference Board whose charts show that the dollar is now worth 61.1 c. This would mean that $2 ought to buy $1.22 worth of books at the 1914 level. It does, in fact, buy about $1.40 worth, but the retailer who may suggest this will find that customers do not believe figures implicitly.

From the Federal Reserve statistics just at hand we find that the Department of Labor estimates that December wholesale prices were at 149, again a higher figure than that which is current on books. The Department of Labor figures indicate that the cost of living in New York City is at 178.1; again books seem to be low. Furniture and household furnishings are at 232; miscellaneous at 216.9. Books presumably fall into one of these two classifications but it is important to note that books are one of the commodities which are far below the average.

We notice a comment on book prices from the makers of binding board, who point out that their prices have come down heavily while books only slightly, but binding board went up the 300% by 1920, and even after a heavy drop is still 100% higher than in 1914. If books had gone up on the same rocketing plane, there would be plenty of room to come down.

All of these fresh figures do not indicate that there should not be a continuing effort to keep prices of books at the lowest level possible, as it is everyone's wish to get the widest distribution obtainable. At the same time, there is comment from many sides on the need of improving the physical aspect of all books to give them greater beauty and durability.

In our department of Good Book-Making, we have been endeavoring to keep this subject to the front steadily during the time when standards of manufacture were difficult to maintain. We now believe that increasing discussion should be given to this subject, as books that are worth printing are worth printing in a way that will be attractive and durable. It is not possible to plan each new book in several different types of editions, one for the collector, one for the library and one for the casual reader. All groups have got to be supplied from one common stock but greater dignity and durability can be obtained over a wider group of current publications, and publishers must realize that dealers and consumers are very much alert on this subject at the present time.

Turnovers and Leftovers

"ABOUT fifteen years ago," writes a publisher, "I was taken to the buyers' room in one of the large department stores of Boston. There were booths along one side of the room, and above the row of booths extending the length of the room in large letters were painted the words:

WE MAKE MONEY ON OUR TURNOVERS AND LOSE MONEY ON OUR LEFTOVERS

There has been unquestionably a new appreciation of what the turnover may mean, and its importance has not escaped the attention of every good retailer. As a rule for present business prosperity, the above motto is hard to improve upon.

At the recent annual meeting of the National Association of Book Publishers, President Hiltman spoke of the present importance of quick turnover in the book world, and said that he believed the publishers as well as retailers must mould their business plans to have quick turnover and lose less on the leftover. As the time for spring orders comes and the travelers appear with catalogs and lists of new books, this subject is one which is again vitally to the front.

The best way to increase turnover on already published books seems to be to take ample time to check the catalogs with regard to past sales and present stock. The public is not going to be permanently interested in the bookstore that does not take great pains to have the books wanted on hand when they are called for, and a slighting of check-ups is a quick method of bringing that kind of criticism upon the bookseller's head.

In spite of the fluctuating character of book demands, the sales and purchases of one year do give valuable information as to the needs of the next. Not to take time and pains to get the benefit of that information is to encourage careless buying. The bookseller who had a market for ten copies of a staple book in the spring months of last year is as much mistaken if he orders one copy this year as if he orders fifteen copies. Neither order is based on accurate knowledge or understanding of turnover.

Act Now for a Just Tariff on Books

The Present Schedules in the Fordney Bill Menace all Book Interests

IF the Fordney Tariff Bill should pass in its present form the book business of the United States and the educational and literary interests of the country would suffer to an unparalleled extent. A strong presentation of the need of changes in the bill has been made to the Ways and Means Committee and to the Senate Finance Committee by representatives of the publishers, booksellers, libraries, educational institutions and toy book manufacturers. The tariff is now at the front for final action, and every member of the book-trade and every institution interested in the use of books should put behind these filed protests their strongest and most urgent personal pressure, in order that the danger may be averted. No tariff is settled until the Bill is finally passed and signed, and in the next two weeks protests to Congress and especially to members of the Finance Committee of the Senate are extremely important.

In order to make clear the character of the most needed changes, seven points are listed on the following page and following that are tentatively suggested the revisions that would be needed in order to bring these changes about.

Changes in paragraph 1529-30 would put *books over twenty years old and books in foreign languages back on the free list.* There has been no good reason suggested from any direction for the omission of these from the free list. Books over twenty years old are non-competitive, they are needed for the enrichment of the educational and literary resources of the country. The income from a tariff on these would be of negligible value to the government compared to the importance of having such material come readily to our public and private libraries. The public libraries would be exempt from this tax by further provisions but would have the annoying detail of filing manifestos with each importation.

No printers or publishers in this country have contended that there is need of a protection on *foreign language books,* and to omit them from the free list would be a step backward that should not be thought of. We owe it to ourselves to have the fullest and easiest intellectual contact with all the world, and we owe it to all our new citizens that they be able to obtain books in their own languages without extra expense.

The duty on *English books under twenty years old* has been set at twenty per cent, which is five per cent higher than the last tariff and five percent lower than the previous Republican tariff. Competent testimony shows that books can be manufactured here as cheaply as in England, and twenty per cent is ample protection for the printers.

It would be especially unfortunate to double or triple this by the use of such expedients as the *American Valuation* or the use of American wholesale prices, instead of English cost prices for levying this duty. The American Valuation Plan of appraisement as provided for in the present draft of the bill in Section 402 would be almost impossible of application to books. No two books are exactly alike, and the appraisers would be obliged to give the American importers unwarranted delays while they endeavored to estimate what the American valuation of a book might be.

The theory of American Valuation has been to protect American manufacturers against the product of the countries where there was extraordinary monetary depression. The condition of English exchange, however, does not justify such radical measures to protect American book industry, and such protection has not been asked for by the publishers. The only type of book that might suffer from such competition is the children's toy book, which should be more clearly protected in the toy section, as per the sound suggestion of the toy book manufacturers.

If Congress should adopt in place of the American Valuation method the plan of basing tariff on American wholesale prices instead of on the cost in the country of exportation, this would practically double the duty on books with a great disadvantage to the people as a whole to whom access to books of all countries at the lowest rate possible is of more importance than this slight added revenue for the government.

The insertion in the book paragraph (1310) of a special tho ambiguous reference to *leather bound books* is not justified by the needs of the case. Evidence before the Senate Finance Committee shows that leather binding is at present as low in this country as they are in England and that twenty per cent tariff would amply protect the binding industry of leather bound as well as cloth bound books and books in sheets.

The change in *duty free privileges of libraries* to restrict their totals has not been justified by any evidence submitted, and the restriction on the amount that families may bring into the country of books in their private libraries is entirely uncalled for and not needed by any standard of protective measures.

The evidence placed before Congress has consisted of a brief presented and filed by John Macrae, representing the publishers and book-

sellers, a very carefully analyzed presentation of the faults in the measure presented by M. Llewellyn Raney, representing the American Library Association and the educational interests of the country; a brief representing the retailers filed last fall with the Ways and Means Committee by Charles E. Butler, representing the booksellers, and a later brief with careful reanalysis of the situation from a retail point of view presented to the Senate Finance Committee by Charles E. Lauriat, Jr., of Boston; a brief presented and filed by Charles E. Graham, representing the toy book manufacturers.

The printers and binders sent counsel to argue for a higher duty than the twenty per cent, but presented no concrete figures to indicate that American industry needed a higher rate for its prosperity. The difference between the cost in the two countries is now too closely paralleled to make such a rate just or productive in any sense.

The brief presented by the libraries did not touch on the need for the elimination of the American Valuation or American wholesale method of appraisement which is so important to the book-trade, as this would not affect their duty free privilege which is being supported by all parties. But, while the libraries would not be affected by the duty on old books or on foreign books, if levied, they have given the strong weight of their protest in America's best interest.

Let Everyone Write Congress

Every one in the book-trade or library and educational world who believes in keeping the channels of book distribution open and on a just and reasonable basis should write to Congress either to the Committee members or others in order that the vital importance of changes in the book paragraphs be not overlooked.

If this book-trade statement were put in the hands of every local paper a wave of interest would be started that would reach Washington.

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The following changes in the book schedules are urgently recommended:

1. The duty on all books bound or unbound except such as may be otherwise provided for should not be more than 20% ad valorem based on cost price to importer in country of exportation (Par. 1310.)

2. Children's toy books should be protected under toys (Par. 1414) with clarified description of what constitutes a toy book and the 40% duty as proposed.

3. Books should be specifically exempted from American Valuation appraisement (Sec. 402) as being impractical to apply and unnecessary for adequate protection of this American industry.

4. Books over 20 years old should be reinstated on the Free List. (Par. 1529.)

5. Books in foreign languages should be reinstated on the Free List. (Par. 1530.)

6. Libraries and educational institutions should be given the same duty free privilege as before, i. e., not to exceed two in any one invoice instead of two in all. (Par. 1531.)

7. The libraries of families from other countries should be duty free without the limitation of $250. (Par. 1532.)

1. **Duty on books should not be more than 20 per cent ad valorem based on cost price to importer in country of exportation.**

This would be accomplished by inserting the following in Par. 1310, after the words "20 per centum ad valorem."

"on the actual price paid or to be paid in the country of exportation, not inclusive of royalties, or, in the case such price is not predetermined, then the wholesale price or market value, not inclusive of royalties in the country of exportation on the quantities sold for such exportation."

Leather bound books would be given adequate protection when covered by the same 20 per cent as other books.

This would be accomplished by the elimination of the ambiguous line from Par. 1310, lines 5-7,

"books bound wholly or in part in leather, the chief value of which is in the binding, not specially provided for, 33 1/3 per centum ad valorem."

2. **Children's toy books should be adequately protected under the toy schedules and not by a confusing mention in both book and toy paragraphs.**

This can be accomplished by eliminating from Par. 1310, lines 7-10,

"books of paper or other material for children's use, printed lithographically or otherwise, not exceeding in weight twenty-four ounces each, with more reading matter than letters, numerals, or descriptive words, 20 per centum ad valorem."

And by slightly clarifying the description of toy books used in Par. 1414, which gives 40 per centum ad valorem duty, to read, following the words "toy balloons" on line 2.

"toy books printed on paper or cloth, unbound or flexibly bound, or in bindings of card board bearing illuminated cover design for children, printed lithographically or otherwise."

This to take the place of the present description, which reads:

"toy books without reading matter other than letters, numerals or descriptive words, bound or unbound, and parts thereof."

3. **There should be a specific exemption of books from American Valuation appraisement of Sec. 402.**

This should be accomplished by adding the following to Sec. 402 at the end thereof:

"Provided, however, that books shall be exempted from the method of valuation prescribed above and "value" in the case of books shall mean the actual price paid or to be paid in the country of exportation not inclusive of royalties, or, in the cases where such price is not predetermined, then the wholesale price or market value, not inclusive of royalties in the countries of exportation on the quantities sold for such exportation."

Testimony submitted to the Finance Committee of the Senate showed not only that the added protection of American Valuation is not needed or desired by the book industry but that it would be peculiarly annoying and complicated in operation as applied to books.

American Valuation is designed primarily as a protection against the depreciated currency of the countries of central Europe; but those countries publish practically no books in the English language and so are not competitors of American publishers. The currency of English speaking countries is nowhere sufficiently depreciated to constitute a menace to American publishers, so that the most weighty argument in favor of American Valuation fails in the case of books.

4. **Books over 20 years old should be returned to the Free List** as being non-competitive and as necessary to the educational and intellectual progress of the country.

This can be done by prefixing to Par. 1529 the following from Par. 425 of the Act of 1913 (agreeing with Par. 517 of the Act of 1909):

"Books, maps, music, engravings, photographs, etchings, lithographic prints, bound or unbound, and charts, which shall have been printed more than 20 years at the date of importation, and all"

Books over 20 years old have been on the Free List for half a century. It would be a grave injustice to the scholars and book-lovers of the country, as well as to the trade, to change this long standing exemption.

In the hearings before the Finance Committee no reason or argument was advanced for imposing a duty on old books, but every speaker who mentioned the subject agreed that they should be restored to the free list.

5. **Books in foreign languages should be returned to the Free List,** as being in no large sense competitive, necessary to better international understanding and American scholarship, and important to a vast number of our new citizens.

This can be accomplished by prefixing to Par. 1513 the following from Par. 426 of the Act of 1913 (agreeing with Par. 518 of Act of 1909):

"Books and pamphlets wholly or chiefly in languages other than English; also"

6. **Reinstate the former privileges of libraries and schools** by making Par. 1531, lines 10 and 12 of the Free List read:

"may import free of duty, not to exceed **in any one invoice** two copies of any book, map, music, engraving, photograph, etching, lithographic print, or chart."

There are no indications that the closer restriction is necessary.

7. In Par. 1532, reading,

"Books and libraries of persons or families from foreign countries if actually used abroad by them not less than one year, and not intended for any other person or persons, nor for sale, and not exceeding $250 in value."

eliminate the words, "and not exceeding $250 in value" as not necessary for protective purposes.

No reason has been advanced for the insertion of this unnecessary limitation. It would certainly not benefit the publishers and book trade of the United States, nor would it produce enough revenue to pay the cost of administration.

Making a Fortune on Four Hours a Day

By Ceorge W. Gether

Reprinted from *M. I. S. T.*

HOW many hours a day does the average outside salesman work? It has been proved again and again that by working more, the salesman makes more sales, which means that he makes more money. Once the actual figures have been put before a salesman, if he is a real salesman and not an order-taker, an improvement of from 50 to 100 per cent and even more is noticed in his results.

Some salesmen work only two hours a day, yet they manage to make comfortable livings. They are happy and contented, and think they are successful. Back somewhere in their minds is the dim thought of maybe making ten per cent more when "conditions" are right.

They don't realize that they could double their sales by doubling their two hours of work to four, making twice as much, and, by saving the increase, retire happily ever afterward in ten or fifteen years.

Probably if they were to be told that they worked only two hours a day they would be insulted.

Two hours a day!

Let's see, now. Here's a salesman's day:

8:30 to 9:45, at the store;
9:45 to 10:10, trolley car;
10:10 to 10:35, with prospect;
10:35 to 10:50, walking;
10:50 to 11:30, with prospect;
11:30 to noon, trolley car;
Noon to 1:00, lunch;
1:00 to 1:50, fussing at desk;
1:50 to 2:05, trolley;
2:05 to 2:55, with prospect;
2:55 to 3:00, walking;
3:00 to 3:10, with prospect;
3:10 to 3:35, trolley.
3:35 to 5:40, fussing about the store;
5:40, left for home.

How many hours of work is that Eight thirty to five forty, nine hours total? Not on your life.

Look again. First, there's "10:10 to 10:35, with prospect." There's 25 minutes work. Go on down the list. One hundred and twenty-five minutes with prospects—two hours and five minutes of work and the rest of the day gone blooey! Not a call in the evening, either, the best time of all for home selling.

What is work, anyway? Work has just one justification and that is the result. Mere activity that cannot bring direct results in sales is no kind of work for a *sales*man. The work that counts in selling is the work done with the prospect.

Here it is in a nutshell.

A salesman *works* only when he is *in the presence of the prospect.*

Of course there are a lot of unproductive things a salesman has to do. He can't help it that all the prospects don't live side by side on Prospect street, but are scattered all over the map. He has to spend time getting from place to place. He has to spend a few minutes at headquarters daily, getting the mail, the latest dope from the manufacturer, and proving to the boss that he is on the job.

The point is that these unproductive things are mighty nice to do, and it is all too easy to get tied up in a mess of inside stuff that doesn't lead anywhere except in.

The salesman has to get out—out where the business is to be had, out among the prospects. The more prospects he sees in a day, the greater his chances of making sales and the greater his chances, the greater his fortune.

Some amount of unproductive time is inevitable. It takes time to get from place to place, for instance. Yet much lost time can be turned to account—in the presence of the prospect. How much is up to you. If a salesman is occupied with business for eight hours a day, it is liberal enough to allow him half that time for traveling, the main and one really unavoidable "time out" from selling.

Four hours a day for *work.*

In the presence of prospects.

A salesman is not working unless he is selling.

Four hours a day of *selling.*

In the presence of prospects.

The Bookstore's Star Salesman

By Michael Gross

President, The Michael Gross Company, New York.

IF you were told there was a third-story loft right around the corner from your present location, into which you could move your book shop and thereby cut your present rent bill in half, what would your answer be?

Undoubtedly you would say something to this effect: "I know I can save a good deal of money by moving into a loft but what chance would I have of doing business without a show window in which to display my merchandise?" Which answer would be about one hundred per cent correct, the proof of its accuracy being that landlords figure practically the same way in determining the rent of a store: two-fifths for the store itself and three-fifths for the show window which faces the street. On main thorofares in big cities, the show window may bring as high as nine-tenths of the total rent charged.

But while it is true that most booksellers sense the value of their show window as a sales-stimulator, and realize they are paying a stiff premium for the privilege of having one, very few of them really make a profit on this investment; in other words, get enough increased business out of their trims to pay for the window and a little over besides.

Why should this be so? Any book-seller will readily admit that there is no more faithful salesman in his employ than the show window of his store. It stays on the job day and night; never takes an hour off to eat, or a day off to loaf; is never too tired to show goods—and never asks for a raise. Yet how often do we find this "star salesman" being shamefully neglected? How often is the show window used merely to let light into the store—instead of additional cash into the register.

A MASSED DISPLAY BROUGHT BRISK RESULTS WHEN USED ON A BUSY THOROFARE

No other part of a business so generously repays for thought and effort as will the window. Don't say that books are hard to form into attractive displays. The photograph which illustrates this article disproves the statement. And what convincing testimony the picture offers of the fact that a complete window full of books really does pay—as well, if not better, than a display of other merchandise! If book displays can be made to pay in New York, where window space is worth anywhere from two to ten dollars a square foot, rest assured they will prove worth while in a smaller town. When a store on one of the costliest store sites in the country can see a profit in trimming an entire window with books alone,

there are possibilities for a bookseller in a smaller town.

Of course, the displays arranged by these big stores are no haphazard affairs—no mere piling of a lot of books into a window and calling it a day's work. Not only is the arrangement carefully planned beforehand but the titles themselves are carefully scrutinized to see whether they are appropriate both for the season of the year and for the class of people to whom the store caters. A detective trim can be featured during a particularly dull. rainy season of the year, when the average business man who passes this window wants to do nothing better than get home, have a bite, and then settle down into a comfortable arm chair with a rattling good detective story.

Interviews with men in charge of trimming the "big windows" in New York City, show that all of them. broadly speaking, adhere to the following "ten commandments" in planning a book display:

1. *Lighting:* Have all the lights in the window concealed. Electricity is no longer a novelty. The time has passed when people will travel miles to catch a glimpse of an electric bulb. What you are most interested in selling is books—not mazdas. And keep the bulbs clean. Lighting experts figure that bulbs which have not been cleaned for two weeks give only two-thirds of the illumination they should, due to the film of dust thru which the light must first filter. Also be sure that your lights are shaded, so that every bit of the illumination is concentrated on the merchandise, where it rightfully belongs.

2. *Back up your window.* A person who is interested enough to stop in front of your display should have his eyes kept there. Being able to see what is going on inside the store causes the attention to wander to the interior instead of being concentrated on the window trim. Don't dress your window either above or below the eye level of the average person who passes the store. If you have a very high window, it is better to use side lights, in order to secure even illumination on the display.

3. *Have your window reflect the season.* Don't build a massive window full of ponderous books in July. Don't display light and airy novels in the dead of winter. June—and not December—is the time for books on housekeeping and home-making and cooking. Rainy, gloomy March and April is the time for detective fiction and other absorbing stories that make the reader forget there is such a thing as bad weather. July and August are natural born salesmen for books on boating, bathing and all outdoor sports. See that the text matter of your signs and window displays also links up to the season of the year. "FOR THESE RAINY, CHILLY NIGHTS WE HEARTILY RECOMMEND A COMFORTABLE ARMCHAIR, A WARM FIRE AND ANY BOOK IN THIS WINDOW" carries more of an appeal to the passerby at certain seasons of the year than would a Lyendecker original in your window.

4. *Avoid "fancy" sets.* Don't get bitten by the art bug and think you would like to try the effect of putting just one book in your show window, contrasted against an orange-colored drape. That idea sounds fine when the Greenwich Villager who has just moved around the corner tells you about it. But in actual practice it doesn't work out quite so well. What constitutes a good book, like the question of what makes a good horse at the race track, is largely a matter of opinion. That's why you must have a window full of titles if you have any at all. A person who stops in front of your window with the idea in mind of buying a book wants to see a large selection and pick what he thinks is the best of the lot. Look at the display used as an illustration for this article. Do you think that any person who even remotely believed he wanted to buy a book could look into that window and not see something which appealed to him.

5. *Change your windows often*—once a week is not at all too often to show something new. In a small town especially, it does not take long for every prospective purchaser to see your display. If you do not change your window often the time will soon come when people will stop looking into it at all. None of us like to look at the same thing over and over again (a woman with a mirror excepted, of course). Constant change means constant interest—which interest, in turn, means increased sales. Is the extra time worth the extra sales? It is up to you to make the decision.

6. *Use displays and posters sent you.* You would be very much surprised if you knew what these "silent salesmen" cost the publishers who send them. One selling effort last year cost the publisher nearly two dollars each for the window sets—and over a thousand of each were ordered. Many book-sellers take the attitude that when they use a display sent them by a publisher they are virtually giving over their window to the selling of his book. This viewpoint is, at best, short-sighted. The more books you sell the more books you have to buy from the publisher—that fact is obvious. And we also willingly admit that if the book-seller didn't sell books the publishers might starve—but then. so might the booksellers. Don't worry over the fact that displays will help sell a certain book for a publisher or that you are giving him your window for nothing. You can't sell books for the publisher without selling them for yourself—take that thought to heart and be comforted.

7. *Shades down while window is being*

trimmed. Your clerk may be the handsomest fellow in seven counties, but he rarely shows up to advantage in the store window at high noon, with his sleeves rolled up and a trickle of perspiration running down the bridge of his nose. And there is also an element of mystery that people seem to like in seeing a shade down and then, later in the day, having it go up again, disclosing a new display.

8. *Use judgment in color schemes.* Don't place books with red jackets against a red background. If you are arranging a trim with books that have highly-colored wrappers, keep the background a neutral tint, so that a contrast is afforded. Don't try for an "all-star" performance. Subordinate everything to the merchandise you are trying to sell—BOOKS.

9. *Get across the atmosphere of books.* In trimming a holiday window, endeavor to get the idea of the holiday across and then show books as forming part of the festival. A Christmas window in New York City that attracted considerable attention showed a cozy room with a fireplace in one corner and a Christmas tree in the other. Inside the fireplace could be seen the boot-clad legs of Santa coming down the chimney. A bagful of books lay on the floor, as tho Santa had first thrown them down. A large sign above the display read: GIVE BOOKS FOR CHRISTMAS. In the same way a vacation window might have a gangplank leading to a painted drop in the rear of the window showing a boat at anchor. Once the idea of vacation reading is hammered home it is easy enough to get books into the scene—and the connection is far more natural than if the books were first "put over."

10. *Never forget or neglect the windows.* The tenth commandment is merely a summary of the other nine: You pay at least sixty per cent of your rent for your show window. It is—or, at least, should be, your star salesman. Do not let it die from neglect.

List of Religious Books

A SUGGESTION in connection with Religious Book Week has been made that the local booksellers could get attention concentrated on important literature in this field by asking the local ministers to list for them what they considered the best five recent religious books. Such a list from those most competent to give opinions would be interesting to all readers, and the local newspaper would undoubtedly be interested to print such a list. Each year there are books in this list that command real attention and deserve wide lay reading, and retailers will find Religious Book Week an opportune time for such emphasis.

What is Increasing Sales

IN many directions we hear discussions and conjectures as to what may be the underlying causes for the increase in book sales. One recent writer ventured to suggest that it was a fad and that people were buying books and talking about them who had no real understanding of what they were discussing or reading. This would seem to be, in the opinion of most of those on the floors of bookstores, an explanation not backed by the intimate knowledge of the new reading public.

Some echo of this discussion and perhaps some answer to it is conveyed in a recent newspaper heading,

TRYING TO FIND WHAT'S FILLING COLLEGES

"Presidents and other educators in New England colleges have been trying to find out why the American youth has been pressing in large numbers at the gates of these institutions to constitute freshman classes which set new records in many cases."

They give among the factors responsible for the increase "the war-time demonstration of the value of higher education, the quickening of interest in all questions of international moment, and the hard times in business."

Proposes Trade Amalgamation

A SUGGESTION that the separate organizations of publishers and retailers should be brought into more close relation is the thought contained in a letter which has just been sent out by B. W. Huebsch to his fellow members in the American Booksellers' Association. Mr. Huebsch says:

"The retail book-trade in the United States is making up for lost time. Signs of new life are everywhere apparent ,and the business of distributing books is becoming a factor in American life.

"A closer understanding between producers and distributors is essential; bookselling and publishing are like two arms on one body. In my opinion, the enterprise in which we are engaged will find its best development *only when the booksellers and publishers are united in one organization,* each group continuing to function independently in those matters that concern only its particular branch.

"The publishers are perfecting their organization; the booksellers are already strong, but it behooves them to get every retailer into the Association. Hence this suggestion that you co-operate with the membership committee of the American Booksellers' Association.

"Whatever you do for the Association you do for authors and publishers as well as for retailers; all concerned with books have a common interest."

Where To Start A Bookshop

IN connection with their efforts to continue the healthy progress that has been made in the starting of new bookstores, the National Association of Book Publishers have made a canvass thru traveling men for suggestions as to what cities would make the best area for new enterprises. Such a ballot gives valuable information to work from when inquiries come in as to good locations. The Association has ready a new pamphlet on "The Successful Bookshop" as well as a previous one on "Starting a Book Department" and material on bookstore finance and circulating libraries.

It is impossible, of course, to print a list without realizing that no informal ballot can accurately represent the relative needs of various cities and it is possible that votes might have been cast in some instances which were intended to indicate that some specific type of bookstore was needed rather than a new general bookstore which might compete with one which is already recognised as doing good work. The city of Newark was many times mentioned in these ballots as it was last year in a similiar ballot conducted by the PUBLISHERS' WEEKLY, but within a month a new bookshop has been started there. In Brooklyn as in Newark there are two large department stores, and the ballots probably meant that another type of general book business might also be successful.

There is quite a large emphasis on Southern cities, such as Jacksonville, New Orleans, Birmingham, Memphis, Tulsa and Mobile. The list printed includes only those cities that received several mentions in the vote, but the ballot contained a wide range of other suggestions. At no time in book-trade history have so many new bookshops been started as in 1921, and there is every reason to believe that the movement will continue and spread.

It has been a marked peculiarity of the recent entrants into the field that few of them came from the established bookstores, but instead have entered the arena from professional or college life. As the ventures have proved successful, it seems to indicate that bookselling is a field in which intelligence can be somewhat a substitute for experience when experience is not easily obtainable.

THIRTY CITIES NEEDING BOOKSTORES

Newark	Dubuque
Brooklyn	Terre Haute
Syracuse	Omaha
Jacksonville	Binghamton
New Orleans	Indianapolis
Birmingham	Des Moines
Minneapolis	Columbus
Worcester	Tulsa
Toledo	Oakland
Memphis	New Haven
Seattle	Youngstown
Erie	Mobile
Harrisburg	Grand Rapids
St. Louis	Lincoln
Kansas City	

On Whose Shelves are these Books Reposing?

By C. L. Cannon
Chief of Acquisition Division of the New York Public Library

WHY is it so difficult to find out-of-print American books? This question forces itself upon a librarian who has tried unsuccessfully, over a period of two years, to pick up in the second-hand book trade such popular American authors as Joel Chandler Harris, Frank Norris or Edward Eggleston. Apparently, also, an out-of-print book need not have been published ten or fifteen years ago to be unavailable; a brief three or four years seems sufficient. It is accurate to go further, and say that once gone from the publisher's shelves, many volumes apparently vanish. Of course this complete dissappearance is apparent and not real. Copies, plenty of them, must still be in existence; they may be found in the stocks of second-hand dealers if one is inclined to spend the time to hunt them out. But such time-consuming methods are impossible for the librarian, in view of the large number of replacements needed, and he must, of necessity, rely upon sceond-hand dealers and book-hunters to supply his wants.

Why, then, are these wants not more readily supplied? Considerable inquiry leads to the conclusion that the chief obstacle is lack of interest on the part of the dealer himself. There are a number of widely known mediums in which lists of books wanted are advertised. All dealers are familiar with the lists printed in the PUBLISHERS' WEEKLY. Yet advertisements there bring in only a portion of the titles listed. The advance in the cost of carrying on the second-hand business seems to be the fundamental difficulty. It has forced the second-hand dealer to economize. The cost of printing catalogs. rents, clerical help, and supplies make a higher percentage of profit necessary on stock turnover, and, since the prices of ordinary out-of-print books cannot be advanced as rapidly as costs justify, the dealer is in a way to lose money. His defensive move in the face of this situation, according to a number of New York dealers, is to concentrate on "books with a profit" such as Americana, local history, rare first editions, etc., and pay correspondingly less

attention to miscellaneous classes. When the thoroness of organization of the British second-hand book trade is called to his attention, with comment on the ease with which an out-of-print book can ordinarily be secured in Great Britain, the American dealer replies that the cost of his help prevents the minute classification and listing which constantly bring out titles of old books in England and reduces the number of "scarce" volumes. Some dealers will say frankly that they do not know what books they have in stock, and that they throw all want-lists in the waste basket when received.

There is a suspicion in the mind of the librarian, at times, that some book dealers rely too much on the demand of customers who come to their place of business, as an indication of what books are popular, and not enough on first hand information of their value as permanent literature. This would seem to account for the large stock and heavy advertising of erotica, business, and "inspirational" books and the scarcity (judging by the repsonse) of the early volumes of almost any prominent contemporary American author, Hamlin Garland, Upton Sinclair, Mary E. Wilkins Freeman, for example. Jack London was living three years ago, and his books are favorably known in Europe, yet his "Kempton Wace Letters," published by Macmillan in 1903, seems to have passed out of existence.

A similar absence of interest in library business is indicated by an almost total lack of response to requests for books in certain classes of literature, journalism, for instance.

The book dealer may be justified by business conditions, but it is certainly awkward for the librarian whose replacement expenditures constitute no mean part of his total book budget. Are there not enough libraries purchasing miscellaneous classes of books to make handling this material profitable? If public libraries have to go to the book dealer with their list of wants, instead of his bringing his stock to them in his catalogs, should not the dealer find it profitable to classify and arrange his stock and to search want-lists? Publishers will tell them that there is no steady seller to compare with a well-written book that out-lasts its generation. That is why Stephen Crane's stories are being reprinted, and welcome news it is to libraries, which have tried vainly to get his books at second-hand.

Getting the Books Wanted

THE increased interest in book collecting and the importance of a systematic means of communication between those who want books and those who have them give increasing importance to the Books Wanted columns of the PUBLISHERS' WEEKLY, which reach every second-hand and new book dealer in the country. It has been the report of many who check thru these columns in order to quote books that it is much easier to read the lists of those booksellers who arrange their material in systematic order and much easier to turn back and find the entry after it is once passed.

Many of the lists sent in for this department are in very confused shape, and the straightening out for publication is not easy. We have selected and reprinted in facsimile samples of Books Wanted lists that come to us in what, from the point of view of the printers and in the opinion of the users of the list, is the best possible form, alphabetical by author, followed by title and publisher and date, if known, especially the date if a particular edition is wanted.

Best Sellers

THE newly invigorated book page in the Cleveland *Plain Dealer* has made a point of reporting the best sellers as given by the bookstores of that city. In a column headed "Best Sellers in Cleveland," it is printing lists of six fiction and six non-fiction titles, from Burrows Brothers, Halle Brothers, Korner & Wood, Richard Laukhuff and The May Company. From the five lists they then print a consolidated list. Booksellers are thus put in competition with each other as to what type of book shall reach the top of their particular list, a new feature in retail competition and publicity.

E·P·DUTTON & COMPANY.
681 FIFTH AVENUE
NEW·YORK
ESTABLISHED 1852

PUBLISHERS' WEEKLY Jan. 14, 1922.

BOOKS WANTED

Chatterton. Ships and Ways of other Days.
Doyle. Poison Belt. 2 copies.
Herford (Beatrice). Monologue. Scribner, 1908.
Holmes (S.J.).Evolution of animal intelligence.
Herford (Oliver). Children's Primer of Natural History.
Huysmans. The Cathedral.
Interrupted Friendship.
Jepson. The Determined Twins.
Kipling. Two Tales. Vol.4.1892 $42. Two Tales Pub..Co.

DANIEL H. NEWHALL

BOOKS AND PAMPHLETS

154 NASSAU ST., NEW YORK

New York, Jan. 7,1922

Publishers' Weekly
New York.

Gentlemen:- Please insert the following under Books Wanted

Daniel H. Newhall, 154 Nassau St., New York.

Allen (L.L.). Life of Okah Tubbee
Bristol (F.M.). Chaplain McCabe.
Carpenter (Marcus T.). Memories of the Past.
Calhoun (C.M.). Liberty Dethroned. 1903.
Chopin. Bayou Folk.
Crozier. Cave of Hegobar. The Bloody Junto.
Dana. Recollections of theCivil War.
Davidson. Tracks and Landfalls of Bering and Chirikoff.

When Do Movies Sell Books?

THE ORIGINAL PAINTINGS FOR THE MILTON BRADLEY EDITION OF "THE THREE MUSKETEERS" WERE STRINKINGLY PLACED AND FINELY 'LLUMINATED IN A WINDOW DISPLAY OF L. BAMBERGER & COMPANY, NEWARK, WHEN DOUGLAS FAIRBANKS WAS SHOWING.

EVER since the moving picture took its prominent place in the public's regard, and especially since the producers began, naturally to turn to books for their titles and plots, there has been continuing discussion in the book-trade as to the effect of film display on the sale of the book. That it has brought book titles and famous stories to the attention of the tremendous new group of potential readers is unquestionable, but what has always been difficult to estimate is just how the bookseller could best connect with this interest and with what type of titles the connection was most profitably made.

It has been often suggested that booksellers should obtain concessions from the theaters and have the books on sale as the performance was over. One bookseller, who tried this, however, found that the sales were negligible. Possibly it was because the particular picture showing at that time left people completely satisfied with their knowledge of the plot and its development; possibly, also, people coming out were hurrying away to get home and, also, had the common feeling that, having spent what they had planned for the evening's diversion, further expenditure was not in order.

Booksellers have seemed to find that people have been as likely to buy the book next day as they were at the very time the show was out. It has also seemed as tho the bookseller who runs a magazine stand and variety store and picks up the less established type of book readers, was more likely to have the movie fan looking over his counters than the more dignified and complete bookstore.

There is undoubtedly a great difference as to the amount of demand that will follow from the filming of titles that might at first seem to have equal chance to produce sales. The filming of "Treasure Island" undoubtedly produced a wave of book buying thruout the country, and yet on many other adventure stories only a ripple of interest is aroused. The "Connecticut Yankee in King Arthur's Court" brought about a tremendous increase in sale, and these instances could be multiplied.

Perhaps no title has ever had more effect on sales than the production by Douglas Fairbanks of "The Three Musketeers," and every publisher who had an edition or who could plan a new edition has found that the film created a great bookstore demand which has distributed thousands of books, and the demand seems to be spreading to every section.

College Text Books Again

By M. C. Godkin

FREDERICK DEANE HARTMAN'S timely discussion in the College Text Book Situation deserves widespread consideration from publishers, dealers, and college professors, as well as others who may be directly interested in supplying or securing college books.

That the present situation could be improved will be generally conceded; that conditions are as bad as pictured by Mr. Hartman will be questioned. There will be considerable dissention from his point of view by American publishers, dealers, and college men, but this is natural inasmuch as his experience has been in Canada. Nevertheless the situation here demands analysis and remedial measures where weakness is discovered.

To comment in detail on Mr. Hartman's statements is unnecessary. In general it will suffice to say that the ideas are suggestive if not altogether practical from the American point of view and that Mr. Hartman has recognized and pointed out those local conditions which would possibly interfere with their introduction. It is extremely unlikely that any large educational publisher, and Mr. Hartman agrees, or that professors in any considerable numbers would hold the opinions held by his characters. It would seem that Canadian firms have not perfected their educational institutions to any considerable extent. Perhaps the incentive is lacking.

The present day need is for:

(1) A uniform system for the distribution of textbooks for examination.

(2) A method for consistently advising the publisher of the texts adopted in each course and an approximate number required each semester. This information to be supplied some time in advance of the time the texts will be required.

(3) Close co-operation between faculty and dealer, faculty and publisher and dealer and publisher.

The promotion work must be left to the publisher. It is unreasonable and futile to consider otherwise. Reasons are manifold. There are approximately 750 colleges. Allowing each its special dealer (in actual practice there is more than one dealer to a college) it will be seen that if a dealer is to be properly equipped to promote the sale of the educational publications each dealer will have to enlarge his staff and stock sufficiently to handle the publications of over 500 publishers. To know the respective merits of each publisher's texts and their proper place in the field of education would be a Herculean and impossible task, involving an expenditure few dealers could assume. The Educational Departments of the publishing houses are eminently better fitted to ascertain the suitability of their publications to college needs, and to see that educators in those subjects are kept in touch with new texts, than the dealer.

That the prices of textbooks are now near their highest level is due, of course to conditions induced by the War. But War conditions are slowly being corrected and in the near future the trend of textbook prices should be downward. But prices will continue to be too high until educators realize that, for every book received by them gratis for examination, and not ultimately adopted, the cost is indirectly added to the cost of the book in those schools in which it is adopted. Assuming that a new Latin text is announced and that 290 copies are distributed free of charge, it means that the cost of those copies must be added to the cost of copies sold. It is not unusual for a teacher to receive from ten to twenty copies of various text-books, when the introduction of only one can be made. In some cases the books are thrust upon him, and in some cases he asks for them. Multiplying that waste by about 750 colleges and considering the numerous departments in each college and the number of instructors in each department, the tremendous waste can easily be calculated and it can be seen why books are too high.

Free copies for the asking is one of those old customs, or habits, which many professors still adhere to and many publishers follow but which in time will be discontinued to the benefit of the student and professor. On the other hand, for a teacher to be required to pay for each text that he desires to consider would be grossly unfair and impossible. The solution lies in sending copies for examination billed and subject to return or payment if not introduced. If adopted the courtesy of a desk copy should still hold good.

As for dealer co-operation let me state a specific instance in which this important factor was altogether lacking. A professor has signified his intention of using about 700 copies of a text in September. The college book store was notified in June. The publishing house having been advised of the situation pressed the bookstore for a confirmation of the order. The order was finally received during the latter part of August. Upon investigation it was found that the bookstore had deliberately held the order back in expectation of lower prices. Such a procedure is inexcusable. It is unbusinesslike

and places too heavy a burden upon the publisher. In such an instance a dealer would be entitled to a rebate had lower prices been put in force between the time the order was placed and the date the books were needed by the college. In the above case the professor showed a business-like and considerate manner; the dealer, the reverse.

Except in rare instances the professor knows what texts he will need long in advance of the opening of school. He should be urged to place orders as promptly as possible in order to give the publisher ample time to fill requirements. At the time the local dealer is advised the publisher should be informed so that the matter can promptly be followed up should any delay ensue.

It should be remembered by both the dealer and publisher that the average college professor is not a business man, that he is extremely busy with class work and administrative work and that he should be relieved as much as possible of the many distracting details which he is not equipped to handle. The dealer, who is close at hand and in close touch with conditions should co-operate more closely with the publisher, keeping him informed of requirements and changes promptly.

In closing it would be well to emphasize that the function of the publisher, broadly speaking, is to publish and promote the sale of books; the professor should examine and promptly acknowledge receipt of books and place orders as early as possible; the dealer as a middle man should co-operate more closely with the publisher for their mutual benefit.

Darwin in the Textbooks

WITH the general stirring of public interest in education and a keener intellectual curiosity among all classes, there has come, also, a sharper questioning of what goes into our text-books, especially by those who fear that the youth may be directed into wrong paths in the state-supported institutions of learning. In Kentucky, the whole state has been stirred up over a bill that would prohibit the teaching of the theory of the evolution of man in the university of Kentucky or any other educational institution depending upon the state for funds. The fight has been apparently fanned by having William Jennings Bryan brought into the arena for a two weeks' campaign attack on evolution. In Mr. Bryan's most widely circulated book, "The Prince of Peace," there is a paragraph often quoted which sharply attacks Darwinism. Educators thruout the country have seen in this an attack on free discussion, and the charge and counter-charge are being printed in long columns in Kentucky papers.

Book Expositions

THE French "Cercle de la Librairie" (book-trade association) held an exhibit of holiday books in December. No books were sold but those wishing to buy the books exhibited were referred to their own booksellers. In connection with this exhibit it is interesting to read the address made on this subject by M. P. Gillon at the Book Convention of 1917.

"However opinions may vary about the value of exhibits," says M. Gillon, "they have one unquestionable advantage; they stir up healthy competition among the participants and thus contribute strongly to professional progress. There can be no exhibit, however limited, that does not bring to light some innovations that suggest new ideas to the observers and awaken in them the will for renewed effort.

"But exhibits have still another advantage, by attracting the attention of people to the carefully chosen objects, and by inducing them to come and examine them at their leisure, they accustom them to show their preferences and to point out, after a fashion, to the producer the path that he ought to follow. By its visits and its purchases the public encourages and stimulates the exhibitors and thus contributes toward the progress of their industry. Therefore exhibitions have been increasing during late years. The tendency is away, however, from the universal exhibits of former years, toward special shows limited to one industry or group of industries: as for instance, automobile shows, furniture exhibits, etc.

"The book industry itself has been the object of many exhibitions, but as these included everything having to do with books they called for big halls and costly fixtures, which made it impractical to hold new ones as often as were needful. This inconvenience can perhaps be avoided by arranging frequent special exhibits in place of the general ones; no commodity lends itself better to this scheme than the book which is all the time undergoing modifications of various kinds on account of the numerous collaborators who make contributions to its production.

"Besides, in the book industry, only that part having to do with machinery needs much room. No palace is required to show specimens of paper, of printing, of design, of photographs, of bindings and stitchings. If, in addition, these exhibits include talks given by specialists, the general public will be educated in its taste, and initiated, little by little into the various characteristics of typographic art, learning to distinguish the merits of a fine edition, and taking pleasure individually in enriching its library with works judiciously chosen."

Speakers Announced

MRS. ALICE DUER MILLER, author of "Come Out of the Kitchen," "The Charm School," "Beauty and the Bolshevist," "Ladies Must Live," and other popular books, and Charles Caldwell Dobie, author of "The Blood-red Dawn" are the speakers for the meeting of the Women's National Book Association, to be held at the Children's Book Shop, Thursday evening, February 16th at 8 o'clock sharp.

The Society of Bookmen

WITH a broad program of interest and an inclusiveness in membership, this season has seen the launching in London of "The Society of Bookmen," which owes its start largely to Hugh Walpole and to his belief that all those having a common interest in books and book distribution should be better acquainted and should confer occasionally on the problems that are connected with the distribution of books.

The idea for this Society seems to have originated more or less at the meeting of the Associated Booksellers last year in York, where Hugh Walpole and Sidney Pawling of Heinemann's made speeches to the conference. During the fall, informal meetings of book people were held, and the first general meeting was at Ye Olde Cocke Tavern in Fleet Street on November 23rd, with G. A. E. Marshall in the chair. At this meeting, neither Mr. Walpole, nor Mr. Pawling, who had taken so much of the initiative, were able to be present, but organization was completed along the lines suggested by the Committee.

The name, "The Society of Bookmen" was adopted after several suggestions had been made. The purpose, as outlined in the program, was stated to be "a society for the advancement of literature by the cooperation of the various branches of the book-trade." It was agreed that future meetings should be held at the Howard de Walden Club, 16 Weymouth Street, Portland Place, and the subscription was set at one and a half guineas for town members and one guinea for country members. Those present at the opening meeting were:

J. D. Beresford
H. Clifford
Sidney Dark.
Nigel de Grey.
Frank Denny.
John Drinkwater.
St. John Ervine.
Kenneth Kinninmont.
E. C. Kyte.
M. A. Marston.
W. B. Maxwell.
Leonard Parsons.
Cecil Palmer.
J. H. Quinn.
F. Richardson.
David Roy.
D. J Rice.
Frank Swinnerton.
Harold Shaylor.
Stanley Unwin.
J. G. Wilson.

The general purposes of the Society and the way the membership is to be developed is seen in the thirteen people named at the first meeting to be invited to join the Society:

Artist: William Nicholson.

Authors: Norman Davey, Hamilton Fyfe and W. J. Tusser.

Booksellers: Basil Blackwood of Oxford, J. M. Fisher of R. Grant & Sons, Edinburgh, and H. B. Saxton of Nottingham.

Journalists: James Heddle of the Hulton Press, James Bone of the Manchester *Guardian* and W. Stewart of the Glasgow *Herald*.

Librarian: Stanley Jast of the Manchester Public Library.

Publisher: H. Jackson of MacLehose Jackson & Company of Glasgow.

Literary Agents: Raymond Savage of Curtis Brown Ltd. and John Clark.

The group is limited in membership in order to get well under way, but it is prophesied that it will grow as soon as the purpose is fully appreciated.

Bookplate Exhibit

THE American Bookplate Society is now holding its Seventh Annual Exhibition of Contemporary Bookplates at the National Arts Club, 15 Gramercy Park, New York. The exhibit is open to the public each week day from ten to six and Sunday from two to six, until February 26th. After that time it will be at various libraries and art museums thruout the United States. The itinerary will include Brooklyn, Philadelphia, Cleveland, Pittsburgh, Toledo, Chicago, Kansas City, San Francisco, Seattle, Spokane and Portland.

The present exhibit is the largest one of its kind ever shown and comprises two hundred and twenty-one designs by seventy-five artists. Practically every civilized country is represented.

The jury of awards comprised Charles B. Falls, president of the Guild of Free-Lance Artists; Frederick W. Goudy, the typographical expert, and president of the American Institute of Graphic Arts; and William Edgar Fisher, bookplate designer of note and president of the American Bookplate Society.

The judges awarded Certificates of Merit to Frank G. House of London; to Carl S. Junge, of Oak Park; to Edmund H. Garrett, of Boston; to A. G. Law Samson, of Edinburgh; to Henry J. Haley, of London; and a special award to Oscar T. Blackburn, of Minneapolis.

"A family without a library, a mind without culture thru the printed page, must limp thru life handicapped for everything but the most menial occupations."

—Fleming H. Revell, New York City, in *New Era Magazine*.

English Book-trade News

(From Our London Correspondent.)

RECENT best sellers:

FICTION

Davey's "Guinea Girl."
Keable's "Mother of All Living."
Ewart's "Way of Revelation."
Petersen's "Dusk."
Fletcher's "Marguenmore Mystery."
Williamson's "Beautiful Years."

NON-FICTION

Mumby's "The Fall of Mary Stuart."
Matz's "The Inns and Taverns in Pickwick.'
Cecil's "Marquis of Salisbury."
"Countess of Airlies in Whig Society."
Leigh's "Other Days."
Chamberlain's "Queen Elizabeth."

Other excellent "sellers" are: Stannard's "Gambotta;" Wolf's "Marquise of Ripon;" Forbes "Memories;" Colvin's "Memories;" Lowndes "What Tommy Did;" "Nightfall;" Delafield's "Humbug;" Nicolson's "Sweet Waters;" Lynd's "Pleasures of Ignorance;" Murray's "Essays and Addresses;" King's "Below the Surface;" Meynell's "Second Person Singular"; and Stephen Paget's "I Have Reason to Believe."

A notable English bookseller, whose store is in one of the most fashionable seaside places of England, bemoaned the fact the other day that, while bookselling had not gone to the dogs, he deeply regretted that people were not buying books as they used to do in the "old days." He instanced the fact by pointing out that, in the case of one particularly good client, he had noticed that at Christmas, for the previous years, his order had averaged something like fifty dollars in value, but for this last holiday season his account totaled only five dollars! And this is not an isolated instance. It does not mean that people don't want to buy books. It means, here, that they can't buy books, because the demands in the way of taxes, school fees, living, etc., are almost ruinous. These regular clients leave the bookshops with great regret, and are looking forward to the time when they may browse happily over the bookshelves and contentedly buy as their taste and spirit move them, but until that time comes, their bookless winter of sorrow must remain. This mental condition has one very real obvious danger, the *habit* may pass, and other and more sensational expenditures may get a very big look-in, as the saying goes.

Spring plans are growing apace, and there is promise of much activity. Already preliminary lists are printed, and salesmen are on the road with their bags. The prospects are hopeful. Confidence is slowly coming back, and when the public get into that condition of mind, bookselling always benefits; not that last year was bad—it was really good, taking all the bad currents into consideration. Obviously, we are a long way yet from the normal. There are lots of good things coming, in the way of nonfiction, especially. Unfortunately, a general election is threatened, and that means propaganda with an infernally large P, plenty of literature of the free kind, and everybody will be full of speech and argument. Papers will increase their sales, and books will suffer. Alas, that it should be so. As soon as the date is fixed—and L. G. is determined upon it—then the important books will be held over until the passionate time has passed, and it will be a terrific election this time.

Our Anglophile Publishers

A LETTER in a fall number of the *Literary Review* comments sharply on the attitude of American publishers showing especial favoritism towards English critics as follows:

"But if we are to have a national literature, will some one kindly tell me in what way the attitude of our university and college instruction contributes to it? The whole scholastic caste in America seems hell bent on exterminating American individuality. And again, if, as is undeniable to any careful observer, the mixture of races here is surely producing a spoken language of our own and distinct from any other, will some one kindly tell me why our book publishers insist upon loading down their pages with alien spelling? Why must they spell color as if it were pronounced 'coloor,' and why do they thrust that foolish and superfluous 'u' into every word where it is not needed? This is the British orthography, not the American. I have had more than one fight with publishers over this in the case of my own books. When I have asked why they wished to disfigure their pages with a foreign language, the reply was always the same:

"'Because English critics will not give a favorable review to a book with American spelling.'

"I guess that tells the story.

"Suppose these timid souls to be right and English critics to be of this pristine state of intellectual development, what of it? Why are favorable reviews by English critics more vital to us than favorable reviews by Dutch, Swiss, or Scandinavian critics? If this really represents the slavish attitude of the American publisher, I should fancy the excellent plea you make for national individuality and expression might bump into some practical obstacles. Yet I can't imagine that Messrs. Anderson, Mencken, or Lewis or Miss Canfield are the poorer in flesh, spirit, or purse because some solemn guy in Fleet Street that knows not their aims, subjects, nor language does not like their work. If they are wise, they thank God and go on."

A GROUP OF TRAVELERS IN CHICAGO THIRTY YEARS AGO
Bottom row, left to right—W. B. (Billy) Walker, Billy Grail, Dave Risley, Burke of the National Pub. Co. Standing, left to right—Macauley of John Murphy Co., Yonker Lit, John Ferguson, Edward C. Swayne, Henry Kimball, Fred Newcombe, John May, Tom Buchan, Walter Furlong, H. M. (Bert) Caldwell, Henry Lothrop, Dave Knox, Fred Hafely.

At the Birth of a History

IN the very widespread discussion, which has recently been taking place in our literary papers, as to the functions of a critic, there has been frequent emphasis on the constructive value of criticism, many writers insisting that literature could hardly be expected to flourish without a body of intelligent criticism to check and lead. That critics may be party to the very first creative impulses which develop into literary successes, as well as being among those present and alert when the product is complete, is the indication from the only recently told story of the beginning of the idea of "The Outline of History."

In the winter after the war, a group of men met at dinner at the Reform Club in London. Among them were Professor Henry Seidel Canby, Editor of the *Literary Review* of the New York *Evening Post*, and Professor John W. Cunliffe of Columbia. The talk naturally turned toward the Anglo-American relations and of the importance of increasing mutual understanding. Professor Canby turned to H. G. Wells and said, "Why do you not write for us, Mr. Wells, an Anglo-Saxon history, covering all of the English-speaking countries and commonwealths as one historical theme, the subject is one of very present interest and you of all people are the one that could make it vital and important?"

"I might do that," said Mr. Wells, "but one difficulty is that from these English-speaking countries I must go back into the countries from which this race sprang, back into Europe."

"Well, if that is necessary, then why not go back into Europe and start from the racial sources."

"But," said Wells, "if I go back that step, I must go still further back to the very beginning of man or to the beginning of life on this planet."

"Very well, then, carry the thread back to the very beginning, the idea becomes more and more interesting."

"If you do that," said Professor Cunliffe, breaking in, "you will have a history that every high school in the United States will use as a textbook."

"How many high school students have you?" asked Wells.

"Perhaps 100,000."

"That is a good audience to begin on," said Mr. Wells.

Three years later, when Professor Canby saw Mr. Wells in this country, the author's greeting was, "Well, Mr. Canby, you were one of those that were in at the birth of 'The Outline of History.'"

Publishers' Advertising

IN the *Printers' Ink* of recent date, the Chicago *Tribune* carried a full page advertisement under the heading "Can Books Be Sold?" The text is interesting and runs as follows:

CAN BOOKS BE SOLD?

The average publisher issues scores of books each year, scatters half-hearted support among them, and hopes that one or more may catch the public fancy and be bought in quantities. He does not sell his wares as other manufacturers do. He gambles on issuing something that the public will take away from him.

Each year he repeats this process, abandoning books which showed promise in order to bring out new failures.

After investigation, the Business Survey of the Chicago *Tribune* has come to the conclusion that books can be sold and that advertising can be an invaluable aid in selling them. Book publishers have run announcements in the *Tribune*, but (except in the case of subscription books) have never advertised their wares in this market. But it can be done—profitably.

We invite discussion with any publisher who wishes to substitute modern merchandising methods for the lottery element in his business.

THE CHICAGO TRIBUNE

The World's Greatest Newspaper

Whether there will be many publishers who come forward to accept the invitation is another matter, but it can be prophesied that if they do not it will not be from any aversion to discussing new ideas. Publishers in their advertising are evolutionists rather than revolutionists. Never a month goes by but an advertising man fresh from successes in the talcum or cigarette fields looks over the book world and makes a quick estimate of its shortcomings. Many obtain their opportunity to try new ideas and some perhaps have found that all that they prophesied of what could be done with the public could not be quickly accomplished.

The publishers would perhaps have more confidence in one who prophesied less and approached this really difficult task of book distribution with a little more modesty. Few people outside of the book-trade realize that the advertising appropriations on books are a much larger percentage per dollar of sale than that of almost any other nationally advertised commodity. Expenditures of from ten to fifteen per-cent of the net wholesale receipts on a book are common. On many other commodities we hear of five per-cent appropriations, and three per-cent is more common. Publishers looking at their year's business may find that they have had an advertising appropriation of five, six or seven per-cent of their whole business, but an analysis of this shows that this advertising has been chiefly connected with new books, which means that these titles have carried almost double that rate. With this heavy percentage is it possible for a metropolitan paper of high-price lineage to make revolutionary increase in the amount of returns?

The Chicago *Tribune* believes that, instead of issuing books continuously, selling campaigns should be concentrated on a few titles. But it may be that by this literature would suffer and only the books of greatest popular appeal could be advertised at all. This would be more like the condition in the movies where only the film which can attract an audience at any cross street is considered by the producers. The publishers are perhaps not ready yet to make that their rule. The *Tribune* also suggests that current advertisements with too heavy percentage of cost are merely announcements, and the argument would be that three or four hundred line space at a dollar a line would be a little more to the point. If any paper would be bold enough to try that under guaranteed results it might learn some of the things that book publishers long ago learned. Book distribution is steadily improving, and many new types of promotion are constantly being tried. Every new suggestion should get a hearing, but those who suddenly survey the field from the outside ought to take a little time to walk round and read the inscriptions on some of the gravestones of departed hopes.

One final comment suggests itself, and that is whether the *Tribune*, which is presumably trying to sell space to the publishers, is itself an efficient advertiser trying to merchandise expensive space to a small group of established firms. If one has a constructive idea to present is it the best salesmanship to pin the possibilities of selling it on truculently worded and only partly thought thru copy? When it comes to criticising advertising campaigns, we venture to mark down this page ad. of the Chicago *Tribune* as almost wasted space, not because it does not contain some truth or because the publishers are not keenly interested in new opportunities, but because it states old arguments in so unconvincing a form.

War Fiction Booklist

A REFERENCE book of current importance to booksellers and libraries is the list entitled "European War Fiction in English and Personal Narratives" compiled by Loleta I. Dawson and Marion Davis Huntting, and published by F. W. Faxon & Company. It is a list of 320 titles of fiction with author index and supplementary list of personal narratives. The notes give information needed as to the placing of the story and narratives.

The 1922 Toy Fair

THE 1922 Toy Fair opened most auspiciously at the Hotels Imperial and Breslin, New York, on February 6th. It is a colorful exhibition, and includes every kind of toy for children, together with books for little people.

While there are not as many firms from the book world represented as last year, still those who are present have most attractive displays, bringing to the front many new ideas for the coming season.

Hurst and Company are showing books for boys and girls for all ages attractively jacketed in snappy style. Instead of the dull black and white effects which have been so long in vogue on children's books in this line, they are now dressed in colorful and picturesque wrappers, which should make good window and counter displays. L. M. Levy is in attendance in the Hotel Imperial, Room 244.

The Nourse Company, 114 East 23rd Street, New York, is showing a very wide selection of Occupational and Something-to-do Books, together with a most artistic line of Magic Paint books. It is interesting to note that these books carry a real idea for the improvement of children's minds, and there are many items in paper-folding, painting, and cut-outs which have reflected the work and plans of kindergarteners. There is an absence of books for careless daubing, every one of them presents something which will make the child appreciate form and color. There are articles which will be of interest to the boy as well as to the girl. One of the outstanding titles on this list for older girls is "Natalie, a Garden Scout" by Lillian Elizabeth Roy. This book is one of a series which has been endorsed by the Girl Scouts of America. L. G. Nourse is in charge, at Room 244, Hotel Imperial.

The E. M. Leavens Company, Inc., of Rochester, N. Y., has a large display of toy books and cut-outs. Among the items are new titles in the Wearever Toy Books. These are the Story of Peter Pan, with verses by M. O. Munson, and The Tale of Peter Rabbit by Beatrix Potter. This series is made of very heavy, untearable paper, with brightly colored illustrations and sells for 25 cents each. There are also paper dolls, with bright and stylish wardrobes. This company is showing the Collins Clear Type Bibles and Testaments together with The Bijou Shakespeare, 6 volumes bound in leather and boxed in a leather case. They are all well bound volumes and the E. M. Leavens Company are the sole agents for this line in America. Miss H. J. Pfanstiehl is in charge in Room 250, Hotel Imperial.

The Platt and Munk Co. of 118 East 25th Street, New York, has one of the largest and brightest collections of play books for children. These include painting, stencil, and cut-outs, the latter being particularly attractive inasmuch as they are of a highly educational type, flowers and birds in their true colors. These are made in America and have to do with American natural history so that the child may know at once thru play the names of the birds and flowers. There is also to be found here a "Bundle of Children's Stories," a set of ten little books in a box which sells for 50 cents. Arnold Munk is in charge in Room 245, Hotel Imperial.

In Room 233 Hotel Imperial, Ben Spero is in charge of the display of The Saalfield Publishing Company of Akron, Ohio. Among the novelties shown is a Peter Rabbit Balloon Set. This is the story of Peter told on six balloons inclosed with the book. The Animal Fun Book is another novelty, made like a slate with black pages, to be written on with white crayon, which is supplied. There is also a new set by David Cory, "Little Indian Series" which is complete in three volumes, and sells for $1.50.

The Whitman Publishing Company, of Racine, Wisconsin, is to be found in Room 317, Hotel Imperial with S. E. Lowe in charge. It is showing reprints of popular juveniles, cartoons by Briggs and stationery for little children with their favorite characters from storybooks printed in color at the top of each sheet.

Charles Conrath is looking after the display of books for the littlest children which are published by Sam'l Gabriel Sons and Company. These books, mostly paper and linen, are in Room 315, Hotel Imperial.

The Satler Manufacturing Company of Baltimore, in Room 209, Hotel Imperial, is showing a full line of educational games, combined with books for small children. L. Goldie is in charge.

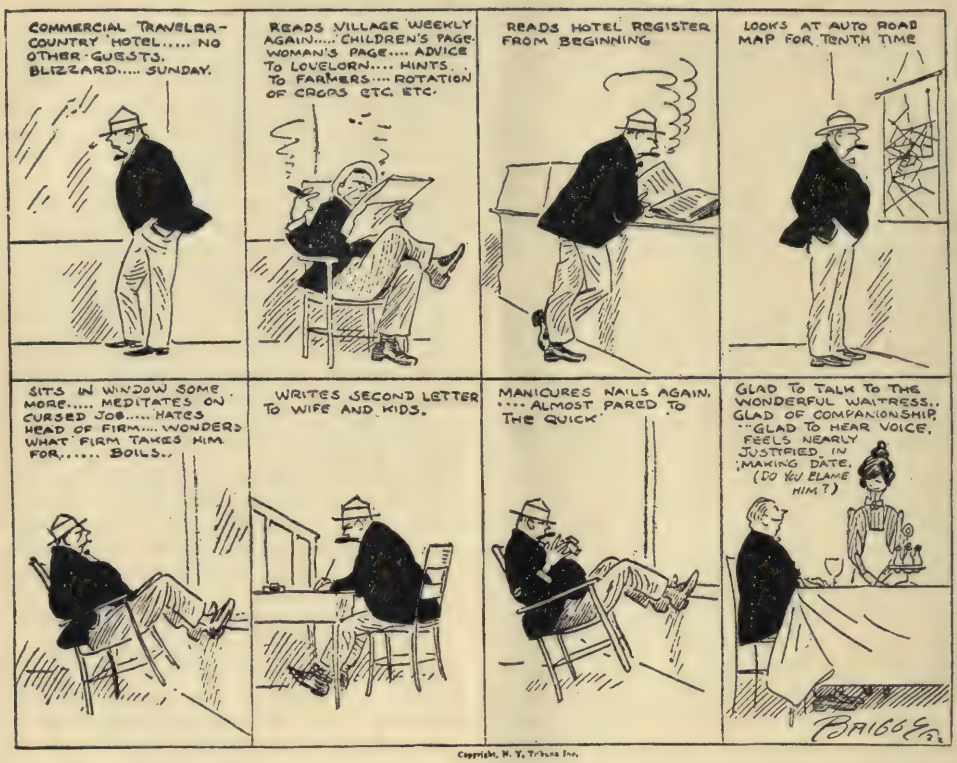
At the Hotel Breslin in Rooms 610-612 is the exhibit of M. A. Donohue and Company of Chicago, with William Hamersley in charge.

Charles E. Graham and Company, of Newark, N. J., is exhibiting at the Hotel Breslin, Rooms 710-712, with C. E. Graham in charge.

All thru the exhibition one encounters a spirit of optimism for the coming year, and that added to the fact that nearly every publisher represented is quoting prices from twenty-five to thirty-three and a third percent less than those listed since the beginning of the war, seems to point to a rosy book year for 1922. That there were no books of German manufacture shown, is another interesting point, and as a whole the books for the littlest ones are made along educational lines, especially where occupational items are concerned.

The Fair will close on March 11th.

Tedious Pastimes—Over Sunday in Country Hotel : : : By BRIGGS



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The Traveling Salesman

AN APPRECIATION

"WHEN I was a boy the traveling man seemed a personage no less important than a visiting prince," says the *Saturday Evening Post*. "When he came to our town with his trunks and cases, the loafers about the depot followed him to the general store to share in his distribution of cigars and listen to his large talk of distant places. I cannot remember whether his city clothes or suave superiority inspired the greater awe. He had a great fund of new stories and joined heartily in the laughter they provoked. Arguments that had been left hanging in the air against the day of his arrival were settled for all time by his decision, and his opinions concerning political matters were accepted as the words of an oracle. When he had finished his business a guard of honor accompanied him to the train and he always waited for the last coach and swung on as a young brakeman does.

"Salesmanship is no longer the happy-go-lucky matter it was. The modern salesman is an expert, a student, a psychologist. His mission is to sell goods, but he accomplishes his purpose by rendering service. He is a counselor and friend. A postcard will bring him from a distant city and, once arrived, he will study a shop or store, take it apart to find the rusty cogs, readjust it to fit a modern plan, and be gone with an order for the machines or devices or goods his house has for sale. He is the handmaiden of efficiency, an apostle of pep, bringing light into dark places and spreading the gospel of progress.

"Now the salesman keeps fit. He needs a level head. He is a responsible citizen, and his place on the payroll depends upon sound judgment and an unblemished character. He is, oftentimes, the ambassador of a great institution, dignified by the reputation of a firm that counts honor its chief asset.

"Traveling men are good citizens. Few men in other occupations are so well qualified for self-government. The traveling man knows his country. He understands its needs, its virtues, its faults. He meets many men with many ideas, reads much, debates much, and from the random grist that comes to his mill makes for himself a standard of citizenship and a conception of good government that are without bias or prejudice or the narrowness that is the penalty of restricted horizons.

"A government by traveling men would be a sensible government, without waste, delay, sub-

terfuge, or petty bickerings. America loses much because so many of her best citizens are so frequently disfranchised by their occupation."

An Uncorrected Galley

SELLING ON COMMISSION

Cohen was a local salesman for a New York woolen concern. The depression in business being serious, he was willing to go a little out of the way for an order. One day, in a spirit that reflected recklessness as well as hope, he invited a prospective buyer out to dine.

The guest picked up the menu, studied it, and ordered from soup to nuts. The waiter turned to Cohen.

"What will you have, sir?"

Cohen despairingly replied: "Gimme tea and toast."

From across the table came the mildly surprised query of his friend: "What's the matter, Cohen, on a diet?"

"No. On commission."

WHAT'S THE DIFFERENCE

The man had just informed the Pullman agent that he wanted a Pullman berth.

"Upper or lower?" asked the agent.

"What's the difference?" asked the man.

"A difference of fifty cents in this case," replied the agent. "The lower is higher than the upper. The higher price is for the lower. If you want it lower you'll have to go higher. We sell the upper lower than the lower. In other words, the higher the lower. Most people don't like the upper altho it is lower on account of being higher. When you occupy an upper you have to get up to go to bed and get down when you get up. You can have the lower if you pay higher. The upper is lower than the lower because it is higher. If you are willing to go higher, it will be lower."

But the poor man had fainted.—*Epworth Herald.*

DEFINITIONS

"Traveler: A man who goes round the country on behalf of a publisher to collect the kicks which a bookseller would like to administer in person to the publisher."—*Book-Post.*

Good salesmen, like good cooks, create an appetite when the buyer doesn't seem hungry.

Don't tell everything you know or you won't be able to come back for the encore.—Hewitt's *Paper, Boards and Glue Magazine.*

Publishers' Output in 1921

Continued from the "Annual Summary Number."

OWING to an error in the make-up of our Annual Summary Number, January 28th, one-third of the list of publishers failed to appear on page 193, which gave the total number of books that each house had issued in 1921. The following should be considered as a supplement. The publisher's totals include every title which is sent to the office, can be traced thru announcement lists or is printed on the Library of Congress cards:

1921 ENTRIES

American Baptist Publication Society	22
American Scandinavian Foundation	4
American Technical Society	11
Beacon Press, also American Unitarian Association	3
Biddle Business Publications	6
Bradley (Milton) Co.	10
Brown (Nicholas L.)	7
Callaghan & Co.	12
Crowell (Thomas Y.) Co.	33
Davis (F. A.) Co.	5
Devin-Adair Co.	2
Ditson (Oliver) Co.	5
Donohue (M. A.) & Co.	2
Dorrance Co.	5
Drake (Frederick J.) & Co.	14
Goodspeed's Book Shop	5
Gregg Publishing Co.	12
Hammond (C. S.) & Co.	14
Hinds, Hayden & Eldredge, Inc.	3
Hurst & Co.	3
International Textbook Co.	5
Kerr (Charles H.) & Co.	7
LaSalle Extension University	6
Lea & Febiger	10
Merrill (Charles E.) Co.	2
Mosby (C. V.) Co.	14
Noble (Lloyd Adams)	5
Nourse Co.	18
Presbyterian Board of Publication	5
Ronald Press	26
Russell Sage Foundation	4
Sanborn (Benjamin H.) Co.	3
Seltzer (Thomas), Inc.	25
Stanton & Van Vliet Co.	3
Stratford Co.	31
Sunday School Times Co.	4
Sunwise Turn, Inc.	2
Warne (Frederick) & Co.	15
Wiley (John) & Sons	56
Wood (William) & Co.	5

Quebec Interested in Authorship

TO devote a session to the consideration of how best to encourage the development of a native literature was the somewhat unique experience of the members of the Quebec Legislature last week and the question arises, whether it can be paralleled in the legislative halls of any other province or state on the continent.

The government thru the Provincial Secretary, Hon. Athanase David, introduced and passed a bill providing for the establishment for at least three years of annual literary and scientific competition. To furnish prizes, a sum of $5,000 is to be appropriated annually out of the consolidated revenue fund of the province. Prizes will be available for both English and French literary works dealing with scientific or other subjects, the first prize to be $2,500; the second, $1,500, and the third, $500; the remaining $500 to the grant to be used for traveling and other expenses of the judges. The latter are to be nine in number, including the professors of literature in the universities of Laval, Montreal and McGill and a representative of the Royal Society of Canada, French section.

The preamble of the bill points out that it is desirable to facilitate the publication of the works of authors in the province and to draw public attention to the literary and scientific talents which remain unknown owing to unfavorable circumstances. The belief is expressed that the founding of competitions would further the efforts of authors, would aid men of talent in making themselves known and would stimulate by emulation the taste for literary and scientific work and the desire to promote them in Quebec.

At least half a dozen members of the Legislature took part in the debate on the measure, contributing speeches, which were not only appreciative of the idea but were in themselves evidences of the existence of literary culture and a knowledge of literature among the legislators. Hon. Mr. David, the father of the bill, reviewed the birth and growth of literary effort in Quebec and declared that such a measure as he proposed was a recognition of the fact that on the banks of the St. Lawrence a new civilization had been born, which was continuing the traditions and the work of those which had produced such men as Corneille and Racine on the one hand and of Shakespeare and Byron on the other. He believed the race was destined to be in the country for all time and wished to build for the future. With this end in view, the encouragement of literary effort was necessary.

Other speakers emphasized the need of cultivating the intellectual life of the people, when so much effort was being directed to the development of the materialistic side.

Canadian Sales Tax Changes

IT is probable that some changes of interest to the book-trade will be proposed at the next session of Parliament in connection with the sales tax. At present a manufacturer selling to a wholesaler charges a sales tax of 1½ per cent.; a wholesaler selling to a retailer or consumer 1½ per cent.; a manufacturer selling to a retailer or consumer, 3 per cent. On importations, a manufacturer or wholesaler pays 2½ per cent.; a retailer or consumer, 4 per cent.

One change proposed is that sales by manufacturers to wholesalers for resale and sales by wholesalers to other wholesalers for resale shall be exempt and in place thereof that the tax on sales by wholesalers to retailers or consumers be raised to 3 per cent. It is believed that this change would simplify the collection of the tax and would also remove certain other difficulties which have arisen.

Another change suggested has to do with the tax on importations. When a retailer or consumer imports, the tax is 4 per cent.. When a manufacturer or wholesaler imports, the tax is 2½ per cent., but the latter, when re-selling to the retailer, must charge 3 per cent., thus making a total of 5½ per cent. It will probably be proposed that the two rates shall be more nearly equalized.

Canadian Bookman Re-organize

THE *Canadian Bookman,* which has been in a sense the organ of the Canadian Authors' Association, has been taken over by a new company known as the Bookcraft Publishing Co. Professor Bernard K. Sandwell of McGill University, who has been editor since the magazine was established, is president of the new company and continues as editor. Findlay I. Weaver, editor and proprietor of the *Canadian Book-Trade Journal,* becomes vice-president and managing director. The *Book-Trade Journal* will be merged with the *Bookman* as a trade section; circulating exclusively among publishers and booksellers. Harold W. Thompson is secretary-treasurer. *The Canadian Bookman,* which was originally a quarterly, will now be issued monthly.

THE GEORGE H. DORAN CO. is now representative of the United Council for Missionary Education of Great Britain, and for the Publication Department of The London Missionary Society. This is the society which sent David Livingstone to Africa. As publisher of the Students Christian Movement, Doran will publish immediately, "The Pilgrim," by Professor T. R. Glover, and these three additional titles, "Psychology and the Christian Life," by Pym; "The Universality of Christ," by Temple; "The Divine Initiative," by Mackintosh.

Communication

MORE OF THE SAME

"2079 Sutter Street, San Francisco,
January 27, 1922.

Editor, PUBLISHERS' WEEKLY:

Great stuff, that "Culled from an Auction Cat," by Blumenthal on Jan. 21. I suspect that half the dealers in the old U. S. A. are busy with "addenda." I'll bet that very few of the good things you have published will get so much circulation and so many emendations as this list. No. 17 is a stroke of genius—as a radical, not tired yet, I'll say so.

But, lest we forget, how about a few more?

Dante's Inferno (but this is too easy—everybody will be in on this. Clever of Blumenthal to leave this one OUT. It's like the first easy pictures in the guessing contests.)

Boxiana, set, two. Shows rough usage.

Bowen, M. Leopard and Lily. Spotted all over.

Reed, Bacon vs. Shakespeare. A *fat* duodecimo. Pub. in Greece.

Hull, The Sheik. Dusty.

Asquith, Margot. Diary. *Con*-fabricoid binding.

Clay, Bertha M. Ideal Love. Scarce, if not rare.

Sindell, M. Satisfied at Last. No record of this in previous sales.

Yours, with apologies as usual,

WM. MCDEVITT,

Peoples Library, San Francisco.

BUY A BOOK A WEEK

1140 Broadway, N. Y.

Editor, PUBLISHERS' WEEKLY:

Apropos the discussion about "Buy a Book A Week" Campaign:

Going home on the train last night I ran into a neighbor of mine who is connected with the Equitable Life Insurance Company. During our conversation he said he had seen so many advertisements about "Buy a Book a Week" that he had decided this year to do it and since the first of 1922 he has bought one book each week (and one week he bought two). He said he hadn't time to read them yet but the "family is having a good time."

I thought this would interest you so you would know that the hammering about the commercial value of this slogan is not detrimental to the plan. I believe in spite of the argument about commercializing that this is the proper slogan. Yours very truly,

GROSSET & DUNLAP,

F. L. Reed, Manager.

The Literary Year Book

THE new edition of the English "Literary Year Book" is ready and due from the Custom House. The English publishers have announced marked improvements over their effort of last year, and the book includes a great deal of valuable information for the use of publishers, librarians, literary workers and booksellers. Among other features is a list of all literary, dramatic and moving picture agents in England and the United States, a list of literary and news service agencies, a list of literary prizes, a classified list of British and Colonial periodicals and American periodicals, procedures for copyright, English and American, lists of British libraries, learned societies, dramatic and literary societies, a list of five hundred English booksellers, an exhaustive list of pseudonyms. The American market is handled thru the PUBLISHERS' WEEKLY, and it is expected that orders can be filled by the 10th of February.

Ladies' Night

THE New York Booksellers' League will have a dinner and dance at the Brevoort Hotel on Wednesday February 15. This will be Ladies Night.

Personal

HENRY W. LANGMANN is now connected with the Cornhill Pub. Co. of Boston at its New York office, 7 West 49th St.

SHAW NEWTON is the new advertising manager of the *Bookseller and Stationer.*

Personal

T. H. SOFIELD, a director of G. P. Putnam's Sons, Ltd., London, and in charge of the antiquarian department, is visiting America for a sojourn of a few weeks.

WILLIAM THOMSON, head of Thomas Nelson & Sons' American branch, sailed for England on Tuesday, February 7th.

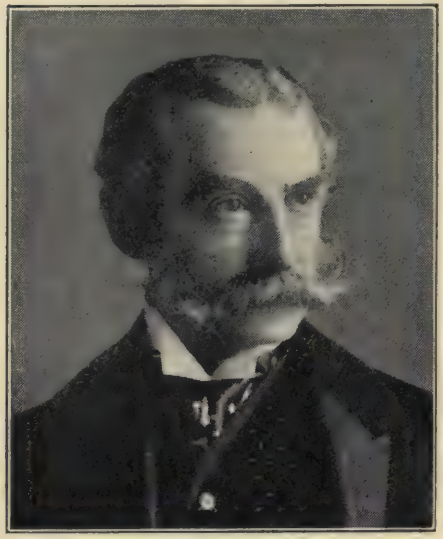
Business Notes

BOSTON, MASS.—Goodspeed's Bookshop of 5A Park Street has now opened a second store while keeping the first at the old location. The new branch is at 9a Ashburton Place near the State House and only two blocks away from the present location. The branch will be devoted especially to prints, a business that Goodspeed's has been very largely developing in the past few years, but the activities have now outgrown the space that could be allotted to them at Park Street.

Obituary Notes

LEMUEL W. BANGS

MANY readers of the PUBLISHERS' WEEKLY read with deep regret the obituary of the late Lemuel W. Bangs in the January 7 issue. London representative of Charles Scribner's Sons for 38 years, he was better known to older members of the trade than to the younger men,



LEMUEL W. BANGS
(*Photograph taken several years ago*)

but he was everywhere held in the most affectionate regard. In the London *Publishers' Circular* there appeared the following letter from Gerald Duckworth.

DEAR MR. MARSTON,—I am sure all publishers and booksellers will hear with very deep regret that Mr. Lemuel W. Bangs died on Thursday, December 15th, in his 82nd year. He was born on April 25th, 1839. Associated with Messrs. Charles Scribner's Sons, New York, for over 50 years, he came to London and represented the firm for 38 years. He was in active charge except for the last three or four years when Mr. Kingsley came over. I venture to send this note as, besides knowing Mr. Bangs intimately in business when our relations were always of the most cordial, I used to see him continually at the Garrick Club. He was elected a member in 1886, and his great friend and chief, Mr. Charles Scribner, was elected in 1903. He dined at the club most nights, sitting invariably at the same table and we always knew the time at luncheon as, regularly as clockwork, he appeared at 2 o'clock. He was much loved by the members, and everybody called him "The Senator." He wore a peculiar frock-coat made to his own design by Poole, the celebrated tailor of Savile Row, and he had never had the cut altered since he first arrived in London. He had a pretty taste in ties and wore always some choice flower in his buttonhole. "The Senator" had many good stories to tell his friends, and used to present them with cigarettes the size of a cigar. I feel sure that all those who met him both in business and in private will feel a great personality has left us. May we all, as I know he would wish us, raise our glasses to his memory.—Yours sincerely,

GERALD DUCKWORTH.

ARTHUR HOWARD ABENDROTH

ARTHUR HOWARD ABENDROTH, president of the Fitzgerald Publishing Corporation, successors to Dick & Fitzgerald, New York, died on January 30th of heart failure. Mr. Abendroth was for many years manager of the old company at 18 Ann street and after the death of Harris B. Dick he organized the present corporation in which he was active until a few weeks before his death. He was member of the Union League and Players' Club and a Veteran of the 7th Regiment.

JOHN BUTLER YEATS

JOHN BUTLER YEATS, painter and essayist, father of William Butler Yeats, the Irish poet and Jack B. Yeats, also an artist, died February 4, in New York City. Mr. Yeats was born in 1839 at Tullylish, Ireland. He was graduated with honors from Trinity College, Dublin, and a year after being admitted to the bar gave up the law for art. He knew most of the prominent Irishmen of the last forty years. Since 1910 Mr. Yeats had made his home in this country. He was a frequent contributor to magazines of articles on literary and art subjects.

JAMES B. PINKER

JAMES B. PINKER, literary and dramatic agent, of Talbot House, London, died February 8 at the Hotel Biltmore of pneumonia developing from influenza. He arrived in the city February 3 on the Aquitania. Mr. Pinker was 58 years old. Among the authors whom he had represented in this country was Henry James, Joseph Conrad, John Galsworthy, Frank Swinnerton and Compton Mackenzie. The intimacy and helpfulness of his relations with men like Joseph Conrad were such that not a few great writers owe much of their public success to him. With him at the time of his death was his 17-year-old daughter, Eononie, who crossed the ocean with him. Also surviving are his wife and two sons, Eric and Ralph Pinker, the former associated with his father in business.

Spring Lines of the Publishers and Some of the Men Who Will Show Them

INFORMATION FOR THE TRADE AS TO THE TERRITORY COVERED BY THE TRAVELERS OF WHOM IT HAS BEEN POSSIBLE TO COLLECT DATA, WITH SHORT SKETCHES OF SOME OF THEM AND A BRIEF DESCRIPTION OF THE NEW PUBLICATIONS CARRIED.

FRED M. HARRIS
Representing The Abingdon Press

MR. HARRIS is a native of Canada but has lived on this side of the border for many years. For the last fifteen years he has been in the employ of The Abingdon Press, and has traveled extensively as its representative in the east, southwest and south. During the summer period he is in charge of the Boardwalk Bookshop of The Abingdon Press at Ocean Grove.

The Abingdon Press

Travelers:

Richard G. Farrell (New York and vicinity.)
Fred M. Harris (Atlantic Coast, except New York.)
Harold J. Northcotte (Chicago, Central West, Southwest and Northwest.)
Harry F. Keiser (Michigan, Ohio and Indiana.)
W. E. Hutchinson (California, Nevada, Arizona, Utah and New Mexico.)
John J. Ritt (Kentucky, Tennessee, Alabama, Louisiana and Mississippi.)
J. J. Bauer (Oregon, Washington and Idaho.)

Among the Abingdon Press announcements for spring publication are "The Story of the American Hymn," a study in American hymnology by Edward S. Ninde, "American Citizens and Their Government" by Kenneth Colegrove, a textbook in Americanization; "Beyond Shanghai" by Harold Speakman, a book of travel in China; "With Earth and Sky" an intimate interpretation of nature, by Bishop William A. Quayle; "The Open Fire" essay, by William V. Kelley; "A Winter of Content" by Laura Lee Davidson, the story of a delightful winter spent alone on an island in the Canadian wilds; "The Christian in Social Relationship" by Dorr Frank Diefendorf; "Religion as Experience" by John Wright Buckham; "Flames of Faith" by William L. Stidger; "Fundamentals of Faith in the Light of Modern Thought" by Horace Blake Williams; and "A Handful of Stars" by F. W. Boreham, the well-known Australian preacher and essayist. Leaders in religious books are "The New Testament Epistles" by D. A. Hayes; "A Book of Old Testament Lessons, a Lectionary" by Robert W. Rogers; "The Untried Civilization" by J. W. Frazer; "United States Citizenship" by George P. Mains; "The Meaning of Education" by James H. Snowden; "The English Bible" by James S. Stevens; "The Home of the Echoes" by F. W. Boreham; "John Ruskin, Preacher" by Lewis H. Chrisman; "The Opinions of John Clearfield" by Lynn Harold Hough; "Cross-Lots and Other Essays" by George C. Peck; "The Uncommon Commonplace" by Bishop William A. Quayle; "Social Rebuilders" by Charles R. Brown; and "The Contemporary Christ" by Joseph M. M. Gray.

Henry Altemus Co.

Travelers:

G. H. Gross (New England.)

American Baptist Publication Society

Traveler:

Parker C. Palmer.

D. Appleton & Co.

Travelers:

Emil Heikel (large cities of the Middle West and the Pacific Coast).
Leon Walker (all of the South, part of Middle West).
Geo. H. Quackenbush (New England, New York State, Pennsylvania and part of Middle West).

B. F. Curran (Boston, Philadelphia, New York City).
F. A. Clinch, sales manager (Canada).

Eleanor Gates, author of "The Poor Little Rich Girl," has written what might be called a companion piece. George Gibbs has written a novel about the flapper. J. C. Snaith tells the story of an "old master." Edith Wharton's new novel is of modern love and youth and wealth and fashion. Stephen Graham has made a study of the capitals of Europe and conditions there. Margaret Münsterberg has made a study of the life and work of her distinguished father.

FICTION

The Three Musketeers, Alexandre Dumas.
The Rich Little Poor Boy, Eleanor Gates.
The House of Mohun, George Gibbs.
Mother, Maxim Gorky.
Jane Journeys On, Ruth Comfort Mitchell.
The Van Roon, J. C. Snaith.
Glimpses of the Moon, Edith Wharton.

NON-FICTION

Europe—Whither Bound? Stephen Graham.
Travel in the Last Two Centuries of Three Generations, S. R. Roget.
In the Clutch of Circumstance. The "Mark Twain Burglar's" Story of His Own Life.
Hugo Münsterberg: His Life and His Work, Margaret Münsterberg.
Senescence: The Last Half of Life, G. Stanley Hall.
Caruso's Method of Singing, P. Mario Marafioti, M. D.
Light Violin Pieces the Whole World Plays, Albert E. Wier.
The Stock Market, Solomon S. Huebner.

JUVENILES

Over Two Seas, Ralph Henry Barbour.
Scott Burton and the Timber Thieves, Edward G. Cheney.
Renfrew of the Royal Mounted, Laurie Yorke Erskine.
Spotted Deer, Elmer Russell Gregor.
Ned Beals, Freshman, Earl Reed Silvers.
The Deep Sea Hunters, A. Hyatt Verrill.

Atlantic Monthly Press

Travelers:

Elbert B. Duncan (New England territory, New York City, Washington, Philadelphia, and Baltimore).
Hugh S. Elliott (Western Coast).
John J. Mullen (South).
Robert A. Coan (School book department).

The Atlantic Monthly press is featuring a collection of letters written by Boswell to Rousseau, Goldsmith and other celebrities; under the title "Young Boswell," edited by Chauncey Brewster Tinker; "Finding Youth," the account of a man who at sixty picks up life from a new angle, by Nelson Andrews; "Consolation," a message of comfort to the bereaved, by Mrs. Albion Fellows Bacon; "A Glance at Shakespeare," short papers on individual plays, by John Jay Chapman; and "The Iron Man," in which Arthur Pound shows the effect of the automatic machine upon human beings.

The Automobile Blue Books, Inc.

The sale of Automobile Blue Books is now carried on thru Grosset & Dunlap. S. S. Glass remains in charge of the Sales Department. The direct sale of Blue Books to the Automobile trade by the publishers will be continued. Four 1922 volumes are announced: "New York and New England," "Middle Atlantic and Southeastern," "Middle Western," and "Western and Transcontinental," Automobile Blue Books.

The Baker & Taylor Co.

Travelers:

B. G. Byron.
William S. McKeachie.
Richard Mendel.
Harry Hass.
John McCay.
Lester Egan.
Cortlandt Fitzsimmons.

E. E. HACKNEY
The Savannah Book Shop

The Savannah Book Shop was started by E. E. Hackney, February 27, 1920, and has grown from one room to two. Mr. Hackney is a Rotarian, an Elk, and a member of all the Masonic bodies, including the 32 Degree and the Shrine. He has been connected with large business interests for the past twenty-five years.

Barse & Hopkins

Travelers:

William J. Barse (New York City, Philadelphia.)

John H. Hopkins (New York Central towns in New York State; Toronto and Montreal; New York City and all principal cities west to Kansas City and north to Minneapolis.

Charles B. Nourse (Ohio, Western Canada, East of and including Winnipeg; North Dakota, Montana, and all territory West from Denver.

William Haldane (The entire South; Pennsylvania and New York State with the exception of New York Central and Hudson River towns.)

Watson M. French (Eastern Canada, West to and not including Winnipeg; Michigan, Wisconsin; Montana; South Dakota; Iowa; Oklahoma; Missouri; Nebraska; Kansas.)

Irving G. Hopkins (New York City and Brooklyn; Hudson River towns in New York State; New Jersey; and the entire New England States.)

Joseph Goldman.

Horace H. Barse.

Barse & Hopkins announce a number of new series in their gift book lines, including the *Nassau, Traymore, Georgiana, Caledonia, Elton, Success, Avalon, Willard* and *Ambassador Series* and special single offerings include "Our Wedding and Anniversaries," "The Open Door," a guest book; and "The Rubáiyát of Omar Khayyám," Booklovers' Edition. The juvenile lines are especially strong this year. They include a series of biographical stories entitled "Famous Americans for Young Readers," which is launched with ten titles, including separate volumes on George Washington, Thomas Jefferson, Benjamin Franklin and other leaders down to Thomas A. Edison. New titles are announced for nearly all of the other juvenile series, including: *The Corner House Girls, Polly Pendleton, The Yank Brown, Bobby Blake, The Kneetime Animal, Mary Jane, Dorothy Whitehill, and Sunny Boy Series.*

Biddle Business Publications, Inc.

Travelers:

James G. Staley.
James L. Crowder.

P. Blakiston's Son & Co.

P. Blakiston's Son & Co. are issuing a new edition of Gould's "Pocket Medical Dictionary," containing 44,000 words.

The Bobbs-Merrill Co.

Travelers:

H. S. Baker (New York, Philadelphia, Boston.)

T. F. Mahony (Chicago, Middle West, New England.

The Bobbs-Merrill spring leaders include: "Vandemark's Folly," a novel of the middle-western pioneers, by Herbert Quick; Nevil Henshaw's "The Inheritance of Jean Trouvé," a story of a young man's life struggle; a new novel by Samuel Merwin, "Goldie Green," the tale of an exhilarating heroine; in non-fiction, "Why Europe Leaves Home" by Kenneth L. Roberts; and a new business book, "Modern Methods in Selling" by L. J. Hoenig.

FICTION

Vandemark's Folly, Herbert Quick.
Goldie Green, Samuel Merwin.
The Inheritance of Jean Trouvé, Nevil Henshaw.
A Virginia Scout, Hugh Pendexter.
Hurricane Williams, Gordon Young.
Rimrock Trail, J. Allan Dunn.
The Prairie Child, Arthur Stringer.
Slag, Donald McGibeny.

NON-FICTION

The Rising Temper of the East, Frazier Hunt.
Why Europe Leaves Home, Kenneth L. Roberts.
Modern Methods in Selling, L. J. Hoenig.

Boni & Liveright, Inc.

Travelers:

J. L. Crowder (Middle West.)
Desmond FitzGerald (Coast.)
Julian Messner (East.)
Frank Coombs (The South.)
Richard L. Simon (New York City.)

Boni & Liveright's list is headed this spring by John Paris' "Kimono," a story of the marriage of an English officer and a Japanese girl. Among other novels are, "Revelation," a tale of Jerusalem, by Dulcie Deamer; and Waldo Frank's "Rahab," the story of a romantic love affair showing the interplay in our society of Jew and Gentile. They will also feature Clare Sheridan's chatty memoirs, and "My American Diary," an autobiography of Ludwig Lewisohn, "Up Stream," "The Enormous Room," a human document of the war by E. E. Cummings.

FICTION

Kimono. John Paris.
Revelation. Dulcie Deamer.
Vocations. Gerald O'Donovan.
Rahab. Waldo Frank.
Sareel. Edith Dart.
Fresh Every Hour. John Peter Toohey.

NON-FICTION

Up Stream, An American Chronicle. Ludwig Lewisohn.
My American Diary. Clare Sheridan.
The Enormous Room. E. E. Cummings.
Terribly Intimate Portraits. Noel Coward.
The Natural Philosophy of Love. Remy de Gourmont.
The Satyricon of Petronius Arbiter.
Introducing Irony. Maxwell Bodenheim.
Thru the Russian Revolution. Albert Rhys Williams.

Milton Bradley Co.

Travelers:

Fred Spalding and C. S. Page (New England Sates.)
Fred Imhoff (New York City and vicinity.)
E. L. Cummings (New York State.)
George Brady (Western Pennsylvania.)
Charles Melvin (Eastern Pennsylvania, New Jersey, Delaware, Maryland.)
Frank Austin (Ohio.)
William Connor (Virginia, West Virginia, District of Columbia, Ohio.)
H. J. McNeil (Wisconsin, Minnesota.)
George Capeller (Indiana, Illinois, Iowa.)
Kenneth A. Orescott (Nebraska, Montana, South Dakota.)
Harry E. Nott (Michigan, Indiana, Kentucky.)
Albert Floyd (Southeast Atlantic States.)
L. Van Nostrand (San Francisco, Pacific Coast.)

The spring titles of Milton Bradley Co. will be announced later.

JOHN A. BELL
Representing The Century Company

JOHN A. BELL now covers the east and middle west for The Century Co., succeeding John L. Winters, who has resigned to enter the contracting business. Mr. Bell was in the retail store of A. C. McClurg & Co. for a few years, with Rand McNally & Co., as Chicago city salesman two years, and with John Lane Co. as Western traveler for six years.

Brentano's

Travelers:

John T. Witsil (New York City, Boston, Philadelphia, Baltimore and Washington.)
James L. Crowder (Middle West and West.)
Frank A. Coombs (New England, Pacific Coast and South.)

Brentano's tentative spring list of general books is headed by "The Pivot of Civilization," a new statement on birth control by Margaret Sanger, followed by a new volume in the series of *"Harvard Plays,"* and several finely illustrated works on art, Spanish, Italian and Mexican.

FICTION

A Queen of the Paddock, Charles E. Pearce.
The Doom Trail, Arthur D. Howden-Smith.
The Personal Touch, Emma B. Brunner.
The Ashes of Achievement, Frank A. Russell.

NON-FICTION

The Pivot of Civilization, Margaret Sanger.
Harvard Plays. Vol. V.
Architecture and Industrial Arts in Old Spain, August L. Mayer.
Interiors and Furniture of the Italian Renaissance, Frieda Schottmuller.
Picturesque Spain.
Mexican Art, Walter Lehman.
New Auction Bridge, (rev.) Helen Derby Elwell.
The New Baby's Biography, A. O. Kaplan.

Nicholas L. Brown

Travelers:

Nicholas L. Brown (New York.)
F. J. Sloane (East.)
F. A. Coombs (West and South.)
W. C. Bell (Canada.)

Early in the spring Nicholas L. Brown will publish "Abroad With Mark Twain and Eugene Field: Tales They Told to a Fellow-Correspondent." by Henry W. Fisher; "Sixtine," a novel of cerebral life by Remy de Gourmont; "The Faith of the Fathers," a play in three acts, dealing with Christian Science and the Jew, by Henry Berman; "Yama (The Pit)" a novel in three parts by Alexander Kuprin, in a limited edition for subscribers only; "A Book on Stained Glass" by Alfred Werck, prominent stained glass artist, with numerous illustrations; and "Life in Paris Under Louis XV" by the contemporary Paris bookseller and publisher—Prosper Simeon Hardy (Vol. 3, *Historical Miniatures.*)

A. L. Burt Co.

Travelers:

E. F. Burt (New York City, Brooklyn and Newark.)
Theodore A. Jasper (Chicago, Pittsburgh and large cities of the Middle West.)
Charles B. Steele (Southern and Pacific Coast.)
John C. Vose (New England, Philadelphia, Baltimore and Washington.)
Clarence E. Jordan (Western and Northwestern, except Pacific Coast.)

James L. Roberts (Pennsylvania and New Jersey.)
R. U. Carruthers (Southwestern.)
John R. Hatfield (Ohio, Indiana, Illinois and West Virginia.)
F. T. J. Nunan (Territory covered by New York Central and Lake Shore Railroads.)
John T. Ellingwood (New York City and nearby territory.)
George J. McLeod, Ltd., (Canadian Agents.)

The A. L. Burt list of reprints to be issued this spring includes many titles which have met the test of popularity as the brief selection given below will indicate:

A Poor Wise Man, Mary Roberts Rinehart.
The Slayer of Souls, Robert W. Chambers.
In the Onyx Lobby, Carolyn Wells.
Hills of Han, Samuel Merwin.
The Voice of the Pack, Edson Marshall.
Mary Wollaston, Henry Kitchell Webster.
The Cottage of Delight, Will N. Harben.
Affinities, Mary Roberts Rinehart.
The Second Latchkey, C. N. and A. M. Williamson.

Century Co.

Travelers:

George L. Wheelock.
John A. Bell (East, Middle West.)
Frederick W. Owen (special representative on the Coast and West of Denver.)

The Century Co.'s spring leaders in fiction are "Birthright," a novel treating the Negro seriously, by T. S. Stribling; a love and mystery story by Elizabeth Jordan called "The Blue Circle," and "The Road to the World," the study of a mind adapting itself to life as it is, by Webb Waldron. Among miscellaneous books are "Life and Letters of Sir Wilfrid Laurier," an authorized biography of the great Canadian Liberal, by C. D. Skelton; "Plots and Personalities," describing a new method of testing and training creative faculties, by Edwin S. Slosson and June E. Downey; and a new book from Maurice Maeterlinck, tracing beliefs concerning survival after death. Among other titles are the following:

FICTION

The Bridge. M. L. C. Pickthall.
Caravans by Night. Harry Harvey.
Shoe-Bar Stratton. Joseph B. Ames.
The Truth About Vignolles. Albert Kinross.
David, the Son of Jesse. Marjorie Strachey.

NON-FICTION

The Psychic Life of Insects. E. L. Bouvier.
At the Moment of Death. Camille Flammarion.
The Laurentians. T. M. Longstreth.
More Jataka Tales. Ellen G. Babbitt.
The Outlook for the Philippines. Charles E. Russell.
My Seven Years in the Philippines. Francis Burton Harrison.
The Truth About Railroads. Edward Hungerford.
Food Products From Afar. E. H. S. and H. S. Bailey.
The Isle of Vanishing Men. W. F. Alder.

Edward J. Clode

Travelers:

G. H. Johnson (Principal cities).
Wallace Wachob (Coast and South).

Edward J. Clode's spring leaders are: a new novel by Louis Tracy, "The House of Peril" and "The Scarlet Cross" by Harvey Wickham.

A. KROCH
The Michigan Avenue Bookseller

A. Kroch first evidenced real interest in books at the age of four. Disgusted at the slow growth of his library, he divided books into chapters and bound the chapters separately and labeled them. At the age of twenty, to avoid going into his father's banking business, he sold his library and with the money bought a ticket to America. For four years he worked in a book shop before he opened his own store at 59 Monroe Street, and after nine years there he moved to Michigan Avenue, one of the first pioneers on the famous boulevard.

Cosmopolitan Book Corporation

Travelers:

Leon B. Archer.
J. J. Bell.
H. C. Kinsey.
James V. Malloy.
Harry V. Patterson.
Copp Clark Company, Ltd., Toronto (Sole Canadian agents.)

The Cosmopolitan Book Corporation will publish this spring "The Vanishing Point," a rapidly moving story of international adventure with an American hero, by Coningsby Dawson, illustrated by James Montgomery Flagg; a reprint of Mr. Dawson's popular story, "The Garden Without Walls," "The Wild Heart," short animal stories and autobiographical material, by Emma Lindsay Squier, elaborately il-

lustrated by Paul Bransom; and a popular book on health, "Over Weight? Guard Your Health" by Dr. Royal S. Copeland, Health Commissioner of New York City.

Thomas Y. Crowell Co.

Travelers:

George R. Hobby (New York City, Philadelphia, Chicago, Buffalo, Detroit, Rochester, and Pacific Coast.)

Frank C. Dixon (New England, New York State, Toronto, Montreal, Baltimore, Washington, St. Louis and the South.)

Ernest J. Bruce (Pennsylvania, New Jersey, Middle States, St. Paul and Minneapolis.)

The Crowell Co. will publish in March a diversified list of books on health, self helps in right thinking, and economics. Leading titles are "Practical Self Help," by Christian D. Larson; "Round Pegs in Square Holes," the psychology of Success, by Orison Swett Marden; "Handbook of Municipal Government" by Charles M. Fassett; and "The Art of Thinking," a non-technical treatment, by T. Sharper Knowlson. The list includes:

FICTION

Famous Mystery Stories. J. Walker McSpadden, ed.
Principles of the New Economics. Lionel D. Edie.

NON-FICTION

A Dictionary of Classified Quotations. Benham.
Spiritual Health and Healing. Horatio W. Dresser.
The Habit of Health. Oliver Huckel.
The Open Road to Mind Training. Wingfield-Stratford.

The Cupples & Leon Co.

Travelers:

John Coyle (Coast states.)

M. F. Gallon (Large cities, South and New England.)

C. W. Wallace (Middle West and New York State.)

George Ross (Middle West, South, part of Pennsylvania and Ohio.)

The Cupples & Leon Co. announces the following additions to its line of juveniles for April publication: "Baseball Joe, Home Run King" by Lester Chadwick and two books for girls, "Jane Allen: Senior" by Edith Bancroft and "Ruth Fielding on the St. Lawrence" by Alice B. Emerson.

Dodd, Mead & Co.

Travelers:

Howard C. Lewis (New York, Boston, Philadelphia and Chicago).

J. Russell Lewis (Middle West and Pacific Coast).

Raymond T. Bond (New England, New York Central and South).

Octavius Roy Cohen has a new mystery novel for the T. B. M. W. B. Maxwell tells anew and vividly the old story that money isn't everything. Gilbert K. Chesterton has written up his impressions of America gained in his 1921 lecture tour. John Haynes Holmes writes of modern religious problems with a radical viewpoint.

The John Lane list, now part of the Dodd Mead list, includes a half dozen novels, a third volume in Anatole France's Essays and Criticism, a study of Queen Elizabeth, and a volume of the letters of Paul Gauguin.

FICTION

Midnight, Octavius Roy Cohen.
Out of the Darkness, Charles J. Dutton.
The House of Cards, Hannah Garland.
A Little More, W. B. Maxwell.
Yollop, George Barr McCutcheon.
The Purple Pearl, Anthony Pryde.
The Wrong Mr. Right, Berta Ruck.

NON-FICTION

Psychoanalysis, R. H. Hingley.
New Churches for Old, John Haynes Holmes.
American Impressions, G. K. Chesterton.

John Lane Co. [now Dodd Mead & Co.]

FICTION

The Moon Rock, Arthur J. Rees.
Torquil's Success, Muriel Hine.
General Bramble, Andre Maurois.
Ella Keeps House, Jessie Champion.
Maki, R. J. Minney.
His Chinese Idol, Carroll P. Lunt.

NON-FICTION

The Private Character of Queen Elizabeth, Frederick Chamberlin.
The Letters of Paul Gauguin.
The Russian Ballet in Western Europe, 1909-1920, W. A. Propert.
On Life and Letters, Anatole France.

Dodge Publishing Co.

Travelers:

W. E. O'Kane (Chicago and the larger towns, Pittsburgh to Omaha, Minneapolis to St. Louis, including Michigan).

E. W. Hall (The South, New York State, Boston, and other New England towns).

Wm. P. Glenney (The Pacific Coast, all important towns west of El Paso, Denver and Butte; and Pennsylvania and New York City).

Louis Solomon (Canada, smaller towns, Eastern states including Metropolitan district).

W. H. Sullivan (Middle West).

M. A. Donohue & Co.

Travelers:

Andrew Hamming (New York City, Eastern States).

S. S. Diamond. R. J. Foss.

Tom Allen (Canada).

E. F. Boedecker (North West and Pacific Coast).

W. Hamersley (Middle West).

R. J. Foss (East).

H. L. Barris (South, East).

L. Wittenberg (South, West).

George H. Doran Co.

Travelers:

J. W. Corrigan (New York, Boston, Philadelphia).
H. R. Drake (Chicago and the Pacific Coast).
R. N. Hays (Large cities of Middle West).
E. H. Ziegler (New York State and New England).
William A. Britton (South, smaller cities of the Middle West).
C. M. Roe (Religious literature).

The spring list of the George H. Doran Co. is again rich in names of international reputation. In fiction it includes the new Arnold Bennett novel, a kindly vivisection of modern society; E. F. Benson's latest, "Peter," about a man who made a point of being different; Stephen McKenna's visualization of the modern girl in "The Secret Victory"; and new mystery stories from Carolyn Wells and Mary Roberts Rinehart. In the varied list of non-fiction "Our Navy At War" by Josephus Daniels; a one-volume edition of Margot Asquith's Autobiography; "The Circle," the popular play by Somerset Maugham; J. Hartley Manners' play "The Harp of Life"; a new book on spiritualism by Conan Doyle and Lord Rosebery's literary and historical papers stand out.

FICTION

Mr. Prohack. Arnold Bennett.
Peter. E. F. Benson.
Mothers-in-Law. Baroness von Hutten.
The Secret Victory. Stephen McKenna.
Sunny San. Onoto Watanna.
Dodo (Reissue). E. F. Benson.
Joan of Overbarrow. Anthony Wharton.
Black Gold. Albert Payson Terhune.
The Eyes of Love. Corra Harris.
Castles in the Air. Baroness Orczy.
What Timmy Did. Mrs. Belloc Lowndes.
One Thing is Certain. Sophie Kerr.
J. Poindexter, Colored. Irvin S. Cobb.
Lady Bountiful. G. A. Birmingham.
The Kingfisher. Phyllis Bottome.

NON-FICTION

Miscellanies. Lord Rosebery.
The Wanderings of a Spiritualist. Conan Doyle.
A Philosopher With Nature. Benjamin Kidd.
Our Navy at War. Josephus Daniels.
Little Essays of Love and Virtue. Havelock Ellis.
A Gentleman in Prison. Tokichi Ishii.
Poems: Second Series. J. C. Squire.
Marooned in Moscow. Marguerite E. Harrison.
The Struggle for Power in Europe (1917-1921). L. Haden Guest.
The Circle. W. Somerset Maugham.
Problems in Pan-Americanism. Samuel Guy Inman.
The Soul and Body of an Army. General Ian Hamilton.
Sundry Accounts. Irvin S. Cobb.
Old Morocco and the Forbidden Atlas. C. E. Andrews.

Dorrance & Co., Inc.

Travelers:

W. H. Dorrance (Sales Manager; Pennsylvania, Southern States, special campaigns).
Frederick W. Owen (Pacific Coast, Southwest).
Francis J. Sloane (New England, New York, Maryland, Middle West).

Dorrance & Co. announce as leaders: Mme. Luisa Tetrazzini's autobiography, "My Life of Song"; "A Bluegrass Cavalier," a novel of old Kentucky, by Edwin Carlisle Litsey; "The Garden of the Lord," the essays of Rev. Henry S. Whitehead, and "Immortal Athalia," a tale of ancient Titicaca, by Harry F. Haley.

W. A. BRITTON
Representing George H. Doran & Co.

W. A. Britton entered the book business in the fall of 1916 as an employee of the Britton Publishing Company, but did not begin traveling until the spring of 1919 when, after a short trip thru New England, he made an extensive tour of the Middlewest for this concern, also carrying the lines of Little, Brown and Lothrop, Lee & Shepard. He started with the George H. Doran Company in February 1920, and has continued with them ever since, making the south and smaller cities of the Eastern and Central States as far west as the Dakotas.

Doubleday, Page & Co.

Travelers:

H. B. Earl (Sales Manager, Trade Dept.).
W. P. Goubeaud (Smaller towns, New York to Kansas).
G. V. Seiffert (Pacific Coast and large cities of the East).
F. C. Henry (New York, Boston and Philadelphia).
J. J. Smith (New England and South).

New novels by favorite fiction writers bedeck the Doubleday list in profusion. Booth Tarkington has written another story of American youth, Kathleen Norris presents new problems of love and honor, Christopher Morley spins a whimsical tale, Harry Leon Wilson's

newest humorous book is about the movies. There is infinite variety in the realm of non-fiction, John Burrough's posthumous autobiography, political and literary caricatures by Max Beerbohm, the whole story of his success by Henry Ford, and a serious study of the work of Charlie Chaplin.

FICTION

Lucretia Lombard. Kathleen Norris.
O. Henry Memorial Award Prize Stories of 1921.
Gentle Julia. Booth Tarkington.
Merton of the Movies. Harry Leon Wilson.
Where the Blue Begins. Christopher Morley.
Stranger Things Have Happened. Ellen Glasgow.
The Fire Bird. Gene Stratton-Porter.
The Command. William McFee.
The Outcast. Selma Lagerlöf.
It's All in the Game and Other Tennis Tales. William T. Tilden, 2nd.

NON-FICTION

Red Dusk and the Morrow. Sir Paul Dukes.
Poems and Portraits. Don Marquis.
Charlie Chaplin. Louis Delluc.
A Survey: Fifty-one Cartoons. Max Beerbohm.
The Annals of a Working Life. Henry Ford, in collaboration with Samuel Crowther.
Sonnets to a Red-Haired Lady and Famous Love Affairs. Don Marquis.
My Boyhood: An Autobiography. John Burroughs.

IDA JOSEPHINE WATSON
Manager of Glass Block Book Department

IDA JOSEPHINE WATSON was made manager of the Book Department of the largest department store in Duluth—the Glass Block. She has moved the book department from the main to the third floor and has built up a real book department with greatly increased business.

Frederick J. Drake & Co.

Travelers:
L. B. Vaughan.
J. J. Mullen.
P. C. Donaldson.

Our new books include, Strong's "Art of Show Card Writing." Manning's "Practical Instruction for Detectives," and Bartholomew's "Chalk Talks and Crayon Presentation."

Duffield & Co.

Travelers:
Francis J. Sloane (New England and Central West).
Wallace Wachob (Pacific Coast).

Duffield spring leaders are a new novel by Henry M Rideout. "The Winter Bell," a story of the northern woods; "The House on Charles Street." an anonymous novel of London life during the war; "The Lullaby Book," an anthology compiled by Annie Blanche Shelby and illustrated in color by Jessie Willcox Smith and Raymond M. Alden's "Shakespeare," a new volume in the *Master Spirits of Literature,* Other titles are:

FICTION

The Lady in Blue. Augusta Groner.

NON-FICTION

Guy Hamilton Scull. Henry Jay Case, comp.
Lincoln Lessons for Today. Garrett Newkirk.
Rivers and Their Mysteries. A. Hyatt Verrill.
The Hills of Blue. Fiona MacLeod.
Poems. Gerda Dalliba.

E. P. Dutton & Co.

Travelers:
Edgar W. Porter (Large cities of the Middle West, Pacific Coast, Boston and Philadelphia).
Mortimer Douglass (South and New England).
C. G. Griffin (New York City), formerly with John Lane Company.

E. P. Dutton & Co. have an interesting list of new fiction distinguished by such names as Sheila Kaye-Smith with a new story of a woman farmer of the Kentish marshes; Francis Brett Young, author of the "Tragic Bride," Leonard Merrick with a short but characteristic novel, "One Man's View." There are additions in biography, psychology, education, economics, and reference books.

The Hands of Nara, Richard Washburn Child.
The Red Knight, Francis Brett Young.
Joanna Godden, Sheila Kaye-Smith.
The Red House Mystery, A. A. Milne.
The Afterglow, Edith Thomson.
Lilia Chenoworth, Lee Wilson Dodd.
One Man's View, Leonard Merrick.
There Goes the Groom, Gordon Arthur Smith.
Valley Waters, Charles D. Stewart.
Love, Leonie Aminoff.
His Serene Highness, H. C. Bailey.

NON-FICTION

Lenin, M. A. Landau-Aldanov.
With the Russian Army—1914-1917, Maj. Gen. Sir Knox.
Our Unconscious Mind (and How to Use It,) Frederick Pierce.
The Child and His School, Gertrude Hartman.

Moonlight Schools, Cora W. Stewart.
International Finance and Its Reorganization, Elisha Friedman.
Industrial and Commercial South America, Annie S. Peck.
Encyclopedia of Religions, Maurice Canney.
Paper Tricks, Houdini.

H. K. Fly Co.

Traveler:
H. K. Fly.

Forbes & Co.

Travelers:
E. S. Gray.
William Appleyard.

Four Seas Co.

Travelers:
Frederick D. Goodchild (Canada).
Carl K. Wilson (West).
George Powers (East).

Funk & Wagnalls Co.

Travelers:
David J. O'Connell (Pacific Coast, Middle West, East.)
Edward J. Miller (New York City and vicinity.)

Among the spring announcements of Funk & Wagnalls Co. are: "Sergeant York and His People," an account of the deeds of the Tennessee mountain private; "Idioms and Idiomatic Phrases in English Speech and Literature" by Francis H. Vizetelly and Leander J. DeBekker; "A General History of Porcelain" by William Burton, a book for the student and collector; "Etiquette: In Society, In Business, In Politics, and at Home" by Emily Post, the novelist, in the new guise of social mentor; "The Immigration Problem," a study of American immigration conditions and needs, by J. W. Jenks; "French Grammar Made Clear" by Abbé Ernest Dimnet of the Faculty of the College Stanislas, Paris, and "Patent Essentials For the Executive, Engineer, Lawyer and Inventor" by John F. Robb.

Charles E. Graham & Co.

Travelers:
C. E. Graham (Canada.)
H. W. Sully (Middle West).
A. H. Graham (New York and Pennsylvania.)
T. C. Johnson (Pacific Coast.)
Sumner H. Britton (New York Office.)

Charles E. Graham & Co. announce six new titles in the Uncle Wiggily Picture Books printed in color, and new editions of the popular juvenile standard titles in the *Favorite Library*. The entire line of paper linen and toy books has been increased.

Grosset & Dunlap

Travelers:
Edward T. Bellamy.
Frank J. Bentley.
William M. Bergey.
G. H. Deaton.
Edward P. Dunlap.
Desmond FitzGerald.
Garnet W. Grosset.
Philip Grosset.
Samuel A. Jenkins.
Edward C. Ketcham.

EDWARD T. BELLAMY
Representing Grosset & Dunlap

Mr. Bellamy was born in Rochester, N. Y., and his eearly experiences in the bookfield were in Scrantom's there. He is a graduate of Williams College. Feeling the call of the soil he took a course at Cornell Agricultural College and spent several years in scientific farming. The lure of books proving stronger than the lure of farming, however, he entered the book field with LeRoy Philips of Boston. He joined the organization of Grosset & Dunlap in 1914 where his winning personality and reliability have made him a most valued member of their sales staff.

George L. Mackay.
Edward Patella.
Carl W. Schlemmer.
Thomas A. Sheppard.
W. J. Simpson.
Eugene S. Westervelt.
Arnold E. Williams.
Leon S. Wittig.
George J. McLeod, Ltd. (Canadian Agents.)
Harry M. Snyder (Far Eastern Representa-

tive, covering Japan, China, Honolulu and Philippine Islands.

The Grosset & Dunlap list of *Popular Copyrights* has many additions for spring publication, among which some of the most striking are:

The Man of the Forest, Zane Grey.
Beside the Bonny Brier Bush, Ian Maclaren.
The Three Musketeers, Alexander Dumas.
The Dark Mirror, Louis Joseph Vance.
The River End, James Oliver Curwood.
Christopher and Columbus, "Elizabeth."
From Sunup to Sundown, Corra Harris.
Brite and Fair, Henry A. Shute.
Tarzan, the Untamed, Edgar Rice Burroughs.
The Winning Fight, Herbert Kaufman.
The Man With Three Names, Harold MacGrath.

ROBERT S. HAMMOND
Representing C. S. Hammond & Co.

Robert S. Hammond has been actively connected with the firm of C. S. Hammond and Company since his release from the Naval Reserve in 1919. He is a graduate of Princeton University, class of 1917 with the degree of Civil Engineer and served twenty-six months on active duty in the Naval Reserve in which he now holds a commission as Junior Lieutenant. His experience in the map business dates back several years before he was permanently connected with the firm as he received his early training in the summer months while still at school.

C. S. Hammond & Co.

Travelers:

George M. Davis (West and South).
Robert S. Hammond (East).
John Strand (Local).

C. S. Hammond & Co. announce that new editions of all of their large line of atlases including their popular "Modern Atlas of the World" are now ready. These new editions contain all of the latest changes in all parts of the world and the latest population figures. Among the new items are the "Peerless Atlas of the World" and the "Popular Atlas of the World," the latter including a descriptive gazetteer of the States.

Harcourt, Brace & Co.

Sales Department:

August H. Gehrs (Sales Manager).
Edward Morehouse (Chicago, St. Louis and the Pacific Coast including Texas).
George William Amis (Middle West and East including the South).

Fiction leaders announced this spring by Harcourt, Brace & Co. include a story of the effort our young men are making to readjust themselves to normal life, "The Lonely Warrior" by Claude Washburn; Jim Tully's "Emmett Lawler," a tale of an unconquerable soul; a cross-section of present-day South in "Black and White" by H. A. Shands; Elias Tobenkin's "The Road" with a heroine carried into the industrial problems of the last twenty years; and "The City in the Clouds" a mystery story by Ranger Gull. In non-fiction the list is as usual strong in economics and belles lettres with such striking items as Keynes' "A Revision of the Treaty," Vanderlip's "What Next in Europe?" Walter Lippmann's "Public Opinion"; a series of economic handbooks edited by John Keynes, and a new book by Carl Sandburg, "Slabs of the Sunburnt West."

FICTION

The Lonely Warrior. Claude Washburn.
Emmett Lawler. Jim Tully.
Black and White. H. A. Shands.
The Road. Elias Tobenkin.
The City in the Clouds. Ranger Gull.

NON-FICTION

A Revision of the Treaty. John Maynard Keynes.
What Next in Europe? Frank A. Vanderlip.
Public Opinion. Walter Lippmann.
Slabs of the Sunburnt West. Carl Sandburg.
Secret Diplomacy. Dr. Paul Reinsch.
The Declaration of Independence. Carl Becker.
Angels and Ministers: Four Plays of Victorian Shade and Character. Laurence Housman.
Modern Men and Mummers. Hesketh Pearson.
The Northward Course of Empire. Vilhjalmur Stefansson.
Benedetto Croce. Raffaelo Piccoli.
The Haunts of Life. J. Arthur Thomson.
Chapters of Childhood. Juliet Soskice.

Harper & Brothers

Travelers:

John O'Connell (New York City.)
Claude Gittens (Middle West and South.)
James D. Blake (The Coast.)
Earl Lederer (East and Middle West.)
Bruce McClure (New York City.)
Adam Burger (Boston, Philadelphia, Chicago, etc.)

The most noteworthy books on the Harper spring list are Margaret Deland's novel which takes its title from a verse in the Song of Solomon: "Love is as strong as death, jealousy is cruel as the grave: the coals thereof are coals of fire, which hath a most vehement flame;" W. L. George's new contribution to his feminist studies; Katharine Fullerton Gerould's first novel; a new volume by Fanny Hurst; Charlie Chaplin adventuring into the Harry Franck class, telling of his travels; a new South Seas

book by two young aviators, one known thru his contributions to the *Atlantic Monthly;* a sociological book with strong human interest by the author of "An American Idyll."

FICTION

The Vehement Flame, Margaret Deland.
Ursula Trent, W. L. George.
Lost Valley, Katharine Fullerton Gerould.
To the Last Man, Zane Grey.
The Vertical City, Fanny Hurst.
Souls for Sale, Rupert Hughes.
Conflict, Clarence Budington Kelland.
Inez and Trilby May, Sewell Ford.

NON-FICTION

The Latest Thing and Other Things, Alexander Black.
The Life of Elizabeth Cady Stanton, Harriot Stanton Blatch and Theodore Stanton.
My Trip Abroad, Charlie Chaplin.
Why Lincoln Laughed, Russell Conwell.
More That Must be Told, Sir Philip Gibbs.
Faery Lands of the South Seas, James Norman Hall and Charles Bernard Nordhoff.
How Animals Talk, William J. Long.
Working With the Working Woman, Cornelia Stratton Parker.
Art Display in Display Advertising, Frank Alvah Parsons.
The Mind in the Making, James Harvey Robinson.

JUVENILES

Child's Garden of Verses Bubble Book.
The Chimney Corner Bubble Book.

Harvard University Press

Traveler:

David D. Pottinger.

The Harvard University Press announces for spring publication "Collected Papers on Acoustics," by Wallace C. Sabine; a new volume in the *Harvard Health Talks,* "Pneumonia," by Dr. F. T. Lord; "From Shakespeare to Sheridan," a narrative of the classic days of the English stage by A. Thaler, "Unversities and Scientific Life in the United States" by M. Caullery, American education as seen by a recent exchange professor.

Norman W. Henley Publishing Co.

Travelers:

F. A. Combs (Coast and West.)
R. F. Fenno (East.)
McClelland & Stewart (Canada.)
Hodder and Stoughton (London.)

The Norman W. Henley Publishing Co. announces this spring:

The Modern Gas Tractor, Pagé
A B C of Vacuum Tubes, E. H. Lewis.
Lathe Work for Beginners, Yates.
Oxy-Acetylene Welding and Cutting, with a Treatise on Acetylene and Oxygen, Willis.
Modern Plumbing Illustrated, Starbuck.
Pattern Making, Barrows.
The Model T Ford Car, Pagé.
Electric Toy Making, Sloane.

Henry Holt & Co.

Travelers:

Stanley Ward Walker (larger cities of Middle West, East and South.)
Desmond FitzGerald (Pacific Coast.)
Elliot Holt (Metropolitan district and New England.)

Henry Holt & Co. have a diversified spring list on which stand out such items as an informal biography of William DeMorgan and his wife illustrated with pictures of Mr. De Morgan's pottery and Mrs. DeMorgan's paintings; "Pierre et Luce," an idyll of love by Romain Rolland; "Benjamin Franklin," a play by Constance D'Arcy MacKay; "A Musical Tour Through the Land of the Past," a sequel to Romain Rolland's "Musicians of Former Days;" John Dewey's "Human Nature and Conduct" and two new collections of poems by Walter de La Mare.

FICTION

Patchwork, Beverly Nichols.
Pierre Et Luce, Romain Rolland.
Two Little Misogynists, Carl Spitteler.
The Secret Partner, Elizabeth Frazer.

NON-FICTION

William De Morgan and His Wife, A. M. W. Stirling.
The Poetry of Dante, Benedetto Croce.
Benjamin Franklin, Constance D'Arcy MacKay.
A Musical Tour Through the Land of the Past, Romain Rolland.
Inspired Golf, R. B. Townsend.
The Veil and Other Poems, Walter de la Mare.
Human Nature and Conduct, John Dewey.
The Elements of Social Justice, L. T. Hobhouse.
Psychology: A Study of Mental Life, Robert S. Woodworth.
Our Best Poets, Theodore Maynard.

JUVENILES

Bob's Hill Trails, C. P. Burton.
Down-A-Derry, Walter de laMare.

Houghton Mifflin Co.

Travelers:

Frank Bruce (New York and Philadelphia).
George H. Geer (Chicago and principal cities of the Middle West).
William D. Love (Pacific Coast).
A. H. Leussler (New England; East and Middle West).
Theodore Fredenburgh (South and Middle West).
Joseph V. Carroll (Boston).

Features of Houghton Mifflin Co.'s spring fiction list are: "Saint Teresa," a novel of contemporary American life by Henry Sydnor Harrison, author of "Queed"; "Adrienne Toner," the story of an Anglo-American marriage, by Anne Douglas Sedgwick; "Man-Size," a William MacLeod Raine story of the North West Mounted Police; Katharine Newlin Burt's "Q"; "The Yellow Streak" by Valentine Williams; Elsie Singmaster's new novel "Bennett Malin," and "The Copper Streak Trails" by Eugene M. Rhodes; among the most notable non-fiction titles are: "After the War," a continuation of Colonel Repington's diary; "The Authorized Life of E. H. Harriman" by George Kennan; "Cannibal Land," adventures in the New Hebrides and elsewhere by Martin Johnson; "John Burroughs Talks" by Clifton Johnson, and "The Authoritative Life of Clara Barton," founder of the American Red Cross.

FICTION

Saint Teresa. Henry Sydnor Harrison.
Man-Size. William MacLeod Raine.

Adrienne Toner. Anne Douglas Sedgwick.
"O" by Katharine Newlin Burt.
The Yellow Streak. Valentine Williams.
Copper Streak Trails. Eugene M. Rhodes.
Indelible. Elliot H. Paul.
Bennett Malin. Elsie Singmaster.
Purple Springs. Nellie L. McClung.
Sweet Waters. Hon. Harold Nicolson.
The Backsliders. Wm. Lindsey.
The Romance of Fiddler's Green. Clara Endicott Sears.

THEODORE FREDENBURGH
Representing Houghton Mifflin Co.

THEODORE FREDENBURGH, after his discharge from the Army, in which he served for 19 months overseas with the 101st Field Artillery, 26th Division, as 1st Sergeant, Headquarters Company, and then as Second Lieutenant, returned for a short time to his old job in a railroad office. Later he became associated with Houghton Mifflin Company, where after an apprenticeship at the home office, he was added to the traveling force, with a portion of the middle west and the south, as his territory.

NON-FICTION

After the War. Colonel Repington.
E. H. Harriman. George Kennan.
Cannibal Land. Martin Johnson.
The Life of Clara Barton. Wm. E. Barton.
John Burroughs Talks. Clifton Johnson.
American Portraits. Gamaliel Bradford.
Random Memories. Ernest W. Longfellow.
Letters of Horace Howard Furness.
Mounted Justice. Katherine Mayo.
She Blows. Wm. John Hopkins.
Manual of Trees. Charles S. Sargent.
Admirals of the Caribbean. F. R. Hart.
The Causes of the War of Independence. Claude H. Van Tyne.
How to Sell at Retail. W. W. Charters.
How to Get the Job You Want. Wm. L. Fletcher.
My House and Garden. Richardson Wright.
Tradition and Progress. Gilbert Murray.
Seeds of Time. John Drinkwater.
Portrait of Mrs. W. Josephine Preston Peabody.

JUVENILES

Seizer of Eagles. James Willard Schultz.
Injun and Whitey to the Rescue. Wm. S. Hart.

B. W. Huebsch

Travelers:
Frederick Hope (New York and the East.)
Desmond FitzGerald (West of Denver Pacific Coast.)

Announcements from B. W. Huebsch include: "The Myth of a Guilty Nation," based on the examination of documents against the popular opinion that a single nation was responsible for the war, by Albert Jay Nock; "Shall It Be Again," a study of public opinion in America during the war, by John Kenneth Turner; "The Hounds of Banba," a volume of short stories, the themes of which grew out of the Sinn Fein rebellion, by David Corkery; "American Indian Life" edited by Elsie Clews Parsons and illustrated by C. Grant LaFarge.

Hurst & Co.

Travelers:
Louis M. Levy (Large Eastern and Central West cities, including New York City.)
R. G. Evans (Southern States.)
Floyd H. Nourse (Territory west of Mississippi River, Pacific Coast.)
Geo. J. Weinheimer (Central West.)
Leslie G. Nourse (Sales Manager.)

Hurst & Co. add new titles to the following of their juvenile series: *Carter Girls Books, Tucker Twins Books* by Nell Speed, *Peggy Parsons Series* by Annabel Sharp.

George W. Jacobs & Co.

Travelers:
D. L. Macrae.
W. B. Applegate.

George W. Jacobs & Co. announce for spring publication "Slimtonian Socker" by Everett MacDonald; "Desert Dust" by Edwin L. Sabin; "Cross Currents," by Katherine Haviland Taylor; and "Lafayette for Young Americans" by Rupert Sargent Holland.

Marshall Jones Co.

Travelers:
F. A. Coombs (West and South).
Percy A. Loring (Eastern and New England States).
Hugh S. Elliott (West and South).
A. Marshall Jones (New York and Boston).

The Marshall Jones Co. announces as leaders in the library of volumes "Our Debt to Greece and Rome," to be writtten by the best classical scholars of this country and Europe, the publication to begin in March and to cover a period of at least two years, and "French Romanesque Sculpture" by A. Kingsley Porter, containing over a thousand photographs, most of them by the author. Other titles are:

Towards the Great Peace. Ralph Adams Cram.
John Ruskin's Letters to William Ward.
Odes and Lyrics. Hartley Burr Alexander.
The Story of America. Alberto Pecorini.

Alfred A. Knopf, Inc.

Travelers:

Alfred A. Knopf (Toronto, Chicago for the three largest accounts, Brentano's, The American News Company, and the Baker and Taylor Company of New York. Each of the larger middle Western cities once a year for the purpose of keeping in touch with their general conditions).

John J. Mullen, since January first sales manager. (New England, the South, and the larger towns of the Middle West.)

W. L. HIRSHBERG

Representing The Ritz-Carlton Bookshop

W. L. Hirshberg was brought up in his father's bookshop in Atlantic City. At the age of 17 he worked in Bullock's department store and later in Jones' Book Store in Los Angeles. Worked his way thru the University of Pittsburg and the Carnegie Institute of Technology. Later he worked in real estate in Pittsburg and as a machinist in Chicago. After the Booksellers' Convention last May, he ran his father's shop for a while, the Boardwalk Bookshop, and in July he opened his own shop the new Ritz-Carlton Bookshop in the Ritz-Carlton Hotel in Atlantic City.

Desmond FitzGerald (Pacific Coast and the Far West, including Denver).

L. Stuart Rose (New York City and the Metropolitan district).

H. M. Snyder (the Orient).

George W. Amis (smaller middle Western cities).

The Macmillan Company of Canada, Ltd., has become the Canadian agent for the entire line.

The first title on the first page of the new Knopf catalog is Joseph Hergesheimer's "Cytherea," which has already attracted wide attention. Among the fiction titles on this list appear a number by distinguished foreign writers: "Van Zanten's Happy Days," one of the most popular of South Sea books, written in Danish and already translated into a large number of other languages, now into English; "Wanderers," by Knut Hamsun, the winner of the Nobel Prize for literature last year. Walter de la Mare is represented by a quaint novel "Memoirs of a Midget." Katherine Mansfield, one of the best known writers of short stories in England has a new volume, "The Garden Party." Important non-fiction includes, George Jean Nathan's "The Critic and the Drama," a consideration of the aspects of the various theories and standards of criticism; two volumes of literary criticism "Max Beerbohm in Perspective" and "The Opinions of Anatole France": several humorous books of superior flavor, "Little Rays of Moonshine" by A. P. Herbert, a well-known contributor to *Punch*, "The So-called Human Race," by Bert Leston Taylor, to be published on March 19, the first anniversary of his death, a book which includes some of his best contributions to his famous column, "A Line-o'-Type or Two" in the Chicago *Tribune*, "Cautionary Tales for Bad Children" by Hilaire Belloc, a book of nonsensical verses.

FICTION

Cytherea. Joseph Hergesheimer.
Scarhaven Keep. J. S. Fletcher.
The Rayner-Slade Amalgamation. J. S. Fletcher.
Three of Them. Maxim Gorky.
Memoirs of a Midget. Walter de la Mare.
Wanderers. Knut Hamsun.
The Soul of a Child. Edwin Björkman.
Van Zanten's Happy Days. Laurids Bruun.
Margery Wins the Game. John V. A. Weaver.
The Garden Party. Katherine Mansfield.

NON-FICTION

The Critic and the Drama. George Jean Nathan.
Collected Poems. James Elroy Flecker.
Little Rays of Moonshine. A. P. Herbert.
Jewish Children. Shalom Aleichem.
Kittens: A Family Chronicle. Svend Fleuron.
Max Beerbohm In Perspective. Bohun Lynch.
Cautionary Tales for Bad Children. Hilaire Belloc.
Peter Whiffle. Carl Van Vechten.
On English Poetry. Robert Graves.
Afoot In England. W. H. Hudson.
The Opinions of Anatole France. Paul Gsell.
The So-Called Human Race. Bert Leston Taylor.

Laird & Lee, Inc.

Travelers:

John D. McGrew, general representative.
M. S. Atwood, educational department.
W. C. Griffith.
L. S. Wells.
W. F. McConnon.

Laird & Lee, Inc., announce for 1922 "The Standard Dental Dictionary," compiled under the supervision of Dr. Louis Ottofy, with the assistance of various dental societies and authorities; revised editions of "Lee's Priceless Recipes," "Baxter's Recipe Book for Bakers," "Hoyle's Standard Games"; several new numbers in the de luxe diary and address book line; new revised editions of Webster's New Standard Dictionaries, "Every Day Good Manners for Boys and Girls," a compact guide to etiquette; and "English Grammar Drills on Minimum Essentials," a textbook for high schools.

FRED E. WOODWARD
Buyer for Lothrop & Woodward, Washington, D. C.

FRED WOODWARD is one of the Deans of retail bookselling. He began as a civil engineer, but was induced by his brother to go into the department store field and has been a book department buyer for thirty-five years.

J. B. Lippincott Co.

Travelers:

Thomas H. Clagett.
Ellis K. Baker.
Herbert M. Gaskill.

The J. B. Lippincott Co. will feature this spring a new Fleming Stone detective story, "The Mystery Girl" by Carolyn Wells; Grace Livingston Hill's latest novel, "The City of Fire" and an earlier book by the same author, "The Girl From Montana," for the first time sold thru the book-trade; non-fiction announcements include, "In Harmony With Life," a mental and spiritual shock-absorber, by Harriet Doan Prentiss and new books of travel, science, business, and juveniles.

FICTION

The Mystery Girl, Carolyn Wells.
The Brace Girdle, Burris Jenkins.
A Little Leaven, Katherine Grey.
The City of Fire, Grace Livingston Hill.
The Girl From Montana, Grace Livingston Hill.

NON-FICTION

In Harmony With Life, Harriet Doan Prentiss.
Among Primitive Peoples in Borneo, Ivor H. N. Evans.
The Training of a Secretary, Arthur L. Church.
The Foreman and His Job, Charles R. Allen.
Lippincott's Gazetteer.
One Hundred Things a Girl Can Do, Bonnie E. Snow, Hugo B. Froelich.
Wild Bush Tribes of Tropical Africa, G. Cyril Claridge.

Little, Brown & Co.

Travelers:

Andrew D. Pierce (South and Pacific Coast).
Frank Jones (Chicago and principal cities of Middle West).
Joseph F. Greene (New York City, Boston and Philadelphia).
Arthur H. Thornhill (New England and part of East and Middle West).
William T. Hopkins, Jr. (Boston and part of Middle West).

Little, Brown & Co. resumed publication early in January with "The Rider of Golden Bar," by William Patterson White, "The Hidden Places," by Bertrand W. Sinclair, and "Winnie O'Wynn and the Wolves," by Bertram Atkey. Spring fiction leaders are "The Great Prince Shan," a story of world politics in 1934, by E. Phillips Oppenheim; "The Breath of Scandal," a novel based on a new phase of American family life, by Edwin Balmer; "The Settling of the Sage," a colorful Western story by Hal G. Evarts, and "The Rustle of Silk," Cosmo Hamilton's latest novel. An important publishing event will be the pocket edition of A. S. M. Hutchinson's four novels: "If Winter Comes," "Once Aboard the Lugger," "The Happy Warrior" and "The Clean Heart," bound in full flexible leather.

FICTION

The Great Prince Shan. E. Phillips Oppenheim.
The Breath of Scandal. Edwin Balmer.
The Settling of the Sage. Hal G. Evarts.
The Rustle of Silk. Cosmo Hamilton.
Shepherds of the Wild. Edison Marshall.
The Hidden Places. Bertrand W. Sinclair.
The Rider of Golden Bar. William Patterson White.
The Tragedy at the Beach Club. William Johnston.
Silver Cross. Mary Johnston.
The White Desert. Courtney Ryley Cooper.
Winnie O'Wynn and the Wolves. Bertram Atkey.
The Marriage of Patricia Pepperday. Grace Miller White.
Kendall's Sister. Robert Swasey.

NON-FICTION

The Supreme Court in United States History. (3 vols.) Charles Warre.
The Constitution of the United States: Its Sources and Its Application. Thomas James Norton.
Meeting Your Child's Problems. Miriam Finn Scott.
The Mexican Mind. Wallace Thompson.
International Law. Chiefly as Interpreted and Applied by the United States. (2 vols.) By Charles Cheney Hyde.
Quantity Cookery: Cooking and Menu Planning for Large Numbers. Lenore Richards and Nola Treat.

DRAMA

Representative One-Act Plays by Continental Authors. Montrose J. Moses, comp.
The Exemplary Theatre. Granville Barker.
A Treasury of Plays for Women. Frank Shay, ed.
Little Theater Classics, vol. 4. Samuel A. Eliot, Jr.
Eight One-Act Comedies for Little Theatres. Percival Wilde.
Plays for School and Camp. Katharine Lord.

JUVENILES

Blacky the Crow. By Thornton W. Burgess.
'Pon-a-Time Tales. By Richard A. Clarke.
Ted and the Telephone. By Sara Ware Bassett.
Drake and the Adventurers' Cup. By Isabel Hornibrook.

Longman's Green & Co.

Travelers:

Wallace Wachob (Far West.)

After April 15th, Mr. Theodore F. Pike will be located in Toronto where he will represent Longmans, Green & Co. as Manager of their new Canadian branch.

Longmans, Green & Co. include in their early spring publications: "Hinduism and Buddhism, An Historical Sketch" by Sir Charles Eliot; "The King's Council in the North," filling a gap in sixteenth and seventeenth century local history, by R. R. Reid; "A Short History of the Irish People" by Mary Hayden; and "Labour's Magna Charta," a critical study of the labor clauses of the peace treaty, by Archibald Chisholm.

Lothrop, Lee & Shepard Co.

Travelers:

John E. Lander (New York City and East).
L. W. Adams (Chicago and West).

Lothrop, Lee & Shepard announce as the first publication of the year "The Play of Auction Hands" by E. E. Denison, once a victor in a tournament over the late J. B. Elwell, to be followed by "The Island Cure," a love story by Grace Blanchard, librarian of the Concord, N. H. Public Library. A leader, later on, will be "Captain Pott's Minister" by Francis L. Cooper, a novel in which the interest centers in a young minister and his friend, a veteran sea captain. Juveniles on the spring list are: another informational adventure book for boys by Dr. Francis Roolt-Wheeler, "The Wreck Hunters;" "Peggy Pretend" by Millicent Evison, author of "Rainbow Gold", and a nature book for younger boys and girls entitled "Little People of the Garden."

Robert M. McBride & Co.

Travelers:

Guy. Holt.
Wallace Wachob.
Russell Crofoot.

Robert M. McBride and Co. feature new mystery and detective stories by Isabel Ostrander and Harold Brighouse, a new edition of one of James Branch Cabell's works and a limited edition of "The Lineage of Lichfield," a unique document giving an account of the genealogy of the principal characters in Mr. Cabell's books, tracing the descent of these from Dom Manuel of "Figures of Earth" and his more famous contemporary "Jurgen," and another novel by Anthony Pryde author of "Marquerary's Duel;" in non-fiction, "The Great White South" with 75 photographs and other illustrations by the author, who was official camera artist with the Scott expedition of 1910-13.

FICTION

Ethel Opens the Door, David Fox.
An Ordeal of Honor, Anthony Pryde.
Hepplestall's Harold Brighouse.
Two Gun Sue, Douglas Grant.
Gallantry (New ed.) James Branch Cabell.
The Lineage of Lichfield (limited ed.) James Branch Cabell.
The Tatooed Arm, Isabel Ostrander.

NON-FICTION

The Great White South, Herbert G. Ponting.
The Romance of a Great Store (Macy & Co.) Edward Hungerford.
Youth Grows Old, (poems) Robert Nathan.

WILLIAM T. HOPKINS, JR.
Representing Little, Brown & Co.

WILLIAM T. HOPKINS, JR., Little, Brown's salesman, was born in Lynn, Mass. He has been connected with the wholesale department of the house for several years, and is considered one of the more promising of the younger force of travelers. His courtesy and politeness are winning him many friends. His territory is Boston and part of the middle west.

James A. McCann Co.

Traveler:

James A. McCann (East Coast).

The James A. McCann Co. will feature this spring "Glint of Wings," by Cleveland Moffett, a novel dealing with the struggle of the modern woman for sex expression; "Your Neigh-

bor—the Crook," an exposé of the new methods of the new crook, by John W. Gray; and "Small Me," by S. P. R. Rodyenko, a humorous book about a Chinese servant.

The Macaulay Co.

Travelers:

E. I. Furman (South and large cities East and Middle West).
James A. McCann (Denver and points West)
L. S. Furman (New York and New England.)

The Macaulay Co.'s list shows the name of Sarah Bernhardt as the author of a romance, "The Idol of Paris," as well as those of William Le Queux, Maurice Leblanc and other authors identified with this firm. A daring novel of the desert will be published in March the title and author to be kept a secret until publication date.

FICTION

The Idol of Paris, Sarah Bernhardt.
The Eyes of the Village, Anice Terhune.
The Stretton Street Affair, William Le Queux.
Over Life's Edge, Victoria Cross.
Hidden Gold, Wilder Anthony.
Plaster Saints, Frederic Arnold Kummer.
The Eight Strokes of the Clock, Maurice Le Blanc.

WILLIAM R. KOHR
Representing the Macmillan Co.

WILLIAM R. (BILLY) KOHR has been a book man for many years, having come to the publishing business from the teaching profession. He has worked in various territories for the Macmillan Company as an educational representative and was chosen for the position of traveler for the trade department when a year or so ago they decided to open a trade department to operate thru the Chicago office. Mr. Kohr is making the cities east of Chicago.

A. C. McClurg & Co.

Travelers:

A. Wessels (Eastern Territory.)
R. A. McNally (California and the Pacific Coast States.)
J. L. Crowder (Middle West.)

The following novels will be featured during the spring.

Tex, Clarence E. Mulford.
Square Deal Sanderson, Charles Alden Seltzer.
Claim Number One, George Washington Ogden.
The Lobstick Trail, Douglas Durkin.

David McKay Co.

Travelers:

Alexander McKay.
James S. McKay.

The David McKay Co. announces an edition of "Heidi" elaborately illustrated in color by Jessie Willcox Smith; a new edition of "Lamb's Tales From Shakespeare" with illustrations in black and white and full color by Elizabeth Shippen Green Elliott; three new volumes in the *Golden Books for Children Series* and editions to the standard mechanical foreign dictionaries and chess and checker lines.

The Macmillan Co.

Travelers:

Eastern Territory—
William P. Albrecht, sales manager (Boston, Philadelphia).
A. Armour (Specials).
W. V. Burke (New York City).
J. T. Collins (New York City).
R. I. Garton (Juvenile).
A. W. Liguori (New England).
Peter P. Mulligan (New York City).
Chas. J. Trenkle (New York State and the South).

Mid-Western Territory—
Denton H. Sparks, sales manager.
John G. Hamer (West of Chicago).
William R. Kohr (East of Chicago).
Carl F. Hilts (small towns).

Western Territory—
Fred H. Fassett (Coast).

H. G. Wells has two new books on the Macmillan spring list, a novel, "The Secret Places of the Heart," and some studies made at the recent conference at Washington. May Sinclair similarly has a new novel and a volume of philosophy. Viscount Bryce has two characteristic books, Ida M. Tarbell has two volumes, one of fiction and one of non-fiction. John Masefield and Clemence Dane each is represented by a new play. Sir Harry Johnston has continued the story of another family in fiction, the Veneerings in Dickens's "Our Mutual Friend."

FICTION

The Secret Places of the Heart, H. G. Wells.
Children of the Market Place, Edgar Lee Masters.
The Veneerings, Sir Harry Johnston.
The Prisoners of Hartling, J. D. Beresford.
Pan and the Twins, Eden Phillpots.
The House of Rimon, Mary S. Watts.
The Life and Death of Harriett Frean, May Sinclair.
He Knew Lincoln, Ida Tarbell.
Maria Chapdelaine, Louis Hémon.
The Cook's Wedding, Anton Chekhov.

NON-FICTION

Selected Poems, Laurence Binyon.
Esther and Berenicel, John Masefield.
Will Shakespeare, Clemence Dane.
The Dingbat of Arcady, Marguerite Wilkinson.
The Art of the Moving Picture, Vachel Lindsay.
Contemporary American Novelists, 1900-1920, Carl Van Doran.
Washington and the Riddle of Peace, H. G. Wells.
Peacemakers—Blessed and Otherwise, Ida M. Tarbell.
International Relations, Viscount Bryce.
Peace and Bread in Time of War, Jane Addams.
Child Versus Parent: the Irrepressible Conflict in the Home, Rabbi Stephen S. Wise.
The Study of American History, Viscount Bryce.
A History of the United States Since the Civil War, vol. 2. Ellis Paxson Oberholtzer.
The New Idealism, May Sinclair.
Hellenic History, George Willis Botsford.

The Medici Society of America

Travelers:

Percy A. Loring (East and Middle West.)
John J. Mullen (Central West and South.
George R. Powell (Central West and South).
Hugh S. Elliott (Far West.)

G. & C. Merriam Co.

Travelers:

Winthrop C. Short.
Harris W. Baker.
William H. Maddock (educational field.)

G. & C. Merriam will devote its energies as usual to the complete line of Merriam-Webster dictionaries.

Moffat, Yard & Co.

Travelers:

John H. Apeler (Larger cities in the East and Middle West.)
Howard W. Cook (East and Middle West, and South.)
Wallace Wachob (Coast and South.)

The list of Moffat, Yard & Co.'s spring features include:

FICTION

In Leading Strings, J. K. Pufling.
South Wind, Norman Douglas.
The Power of a Lie, Johan Bojer.

NON-FICTION

Europe of Today, Dr. J. E. Unstead.
The Technique of Psychoanalysis, Dr. David Forsythe.
Psychoanalysis in the Service of Education, Dr. Osker Pfister.
Everyday Cake Book, "G. P."
Disguises of Love, Dr. William Stekel.
A Silver Pool, Beulah Field.
Our Poets of Today, Howard W. Cook.
Ship Names of the U. S. Navy, Robert W. Neeser.

Thomas Nelson & Sons

Travelers:

George F. Bachmann.
John J. Hamilton.
Harry B. Smith.
Thomas MacLaren.
Thomas F. Kyle.
Willard T. Dickerson, Jr.
Herbert C. Cunningham.
Harry W. Tietz.

CHAS. A. PENZEL
Bookseller at Muncie, Ind.

CHAS. A. PENZEL started in a book store at the age of fourteen at Logansport. In 1906 he purchased a small book store in Muncie, Ind., and has lived thru the hard times quite cheerfully. He says he is in love with the book business

Thomas Nelson & Sons announce for spring: In the *New Century Library of Standard Authors on India Paper:* "Masterpieces of Cicero," "Lamb's Essays of Elia and Last Essays of Elia," bound also in Morocco. In the *Nelson Jack-Juveniles* there will be new editions of the "Jolly Book," "Chummy Book," "Pilgrim's Progress" and "Lamb's Tales" with colored illustrations; "The Children's Dickens and Scott," re-edited in simple form for children's reading, with colored plates; *The Big Picture Book series* books with largetype and colored pictures; and "Songs with Music," a collection

of poems from Robert Louis Stevenson's "Child's Garden of Verse" set to music and illustrated in color.

The Nourse Co.

Travelers:

Leslie G. Nourse (Sales Manager.)
Louis M. Levy (Large Eastern and Central Western cities including New York City.)
R. G. Evans (Southern States.)
Floyd H. Nourse (Territory west of Mississippi River, Pacific Coast.)
Geo. J. Weinheimer (Central West.)

The Nourse Co. announces additions to its painting books, and a new title in the *Princess Polly Series* by Amy Brooks, "Princess Polly at Cliffmore."

Oxford University Press

Travelers:

D. I. MacFadyen.
Charles Korbel.
Arthur J. Hammen.
Frank J. Guck.
Joseph V. Heaney.
Arthur A. Ulrich.

The thirteenth volume of the *Oxford Historical and Literary Studies* published by the Oxford University Press will be called "The Laureateship." It gives some account of the poets who have held the office, from Dryden to Bridges. "The Legacy of Greece" gives an idea of the debt of the world to the Greek spirit. This spring, also, Maurice Hewlett's "Wiltshire Essays" and J. Middleton Murry's "The Problem of Style" will appear. "Expression in Speech and Writing" tells of attempts to develop the expressive powers in small children made at the East Oxford School. Keats is the next volume in the *Clarendon English Series.* A study of "The Young Industrial Worker" and his "Educational Needs" is to be issued.

The Page Co.

Travelers:

W. Cameron Robinson (Boston, New York, Philadelphia, Pitttsburgh, Cleveland, Detroit, Chicago, also Canada).
A. P. Roche (The South and Pacific Coast).
J. B. Steers (Middle Western States).
P. H. Early (New England and Bordering States).

The Page Co.'s announcements for spring include: a new novel by Mrs. Larz Anderson, "Polly the Pagan," a story of smart European life; "Uncle Mary" by Isla May Mullins, author of the *Blossom Shop* stories; an historical romance, "The Lotus Woman," by Nathan Gallizier; three new *Spell* books: "The Spell of Sicily," by Will S. Monroe; "The Spell of the Rhine," and "The Spell of Provence," by Frank Roy Fraprie; other illustrated books of travel and a long list of juveniles.

The Penn Publishing Co.

Travelers:

Charles C. Shoemaker (New York and Boston).
Frank W. Shoemaker (Other large cities and Pacific Coast).
Fred Krauss (South, Middle West and New England).

The Penn Publishing Co. will publish at the end of February two new novels by two new authors: "The Body in the Blue Room," a mur-

WM. F. HOBSON
Representing G. P. Putnam's Sons

Wm. F. Hobson entered the publishing business in 1913 with the American Tract Society, starting in at the bottom of the ladder, as a true American should, as list boy. In 1915 he entered the retail department of G. P. Putnam's Sons, achieving a reputation for courtesy and efficiency among the best book-buyers in the city. His success in the retail department led to his appointment to the publishing staff as traveler in the south, which he is still covering. His friends, and they are legion, justly call him "Smiling Bill."

der mystery story, by Sidney William and "Then Came Polly," a love story of the artistic colony of N. Y. A new departure is the spring publication of two juveniles: "The Marines have Advanced" by Lt. Col. Giles Bishop, and "Now, Virginia!" by Helen Sherman Griffith.

Isaac Pitman & Sons

Travelers:

A. Wessels (New York City).
A. C. McClurg & Co. (Chicago, Middle West).
Fred W. Owen (Pacific Coast).
F. F. Hansell & Bro., New Orleans, La. (South).
California School Book Depository, San Francisco, Calif.
Southern School Book Depository, Dallas, Tex.

Special features of the Isaac Pitman & Sons announcements are: *Common Commodities and Industries Series*—"Textile Bleaching," by A. B. Steven; "Sulphur and Sulphur Derivatives," by Harold A. Auden; "Ironfounding," by B. Whiteley; "Concrete and Reinforced Concrete," by W. Noble Twelvetrees; "Player Piano," by D. Miller Wilson. In Pitman's Technical Primers new items are: "Mechanical Handling of Goods," by C. H. Woodfield; "Directive Wireless Telegraphy," by L. H. Walter; "Kinematograph Studio Technique," by L. C. MacBean;" Continuous Wave Wireless Telegraphy," by B. E. G. Mittell, A.M.I.E.E. Other new books are: "Simplified Methods of Calculating Reinforced Concrete Members," by W. Noble Twelvetrees; "Electric Traction," by A. T. Dover; "Dress, Blouse and Costume Cloths," by Roberts Beaumont; "Theory of the Induction Coil," by E. Taylor-Jones; "Architectural Hygiene," by Major H. Phillips; "Blue Printing and Modern Plan Copying," by B. J. Hall; "Drawing from Memory and Mind Picturing," by Catterson-Smith; "Stencil Craft," by Henry Cadness.

Platt & Munk Co.

Travelers:

Arnold H. Munk (Principal cities as far as Chicago.)
Alexander Munk (Illinois, Indiana, Michigan, Ohio, and Central West.)
Joe G. Young (South, Texas, and New England States.)
Sam Dorsey, A. J. Zeebe (The Pacific Coast.)
W. H. Jones (Wisconsin, North Dakota, South Dakota, Oklahoma, etc.)

The Platt & Munk Co. will feature their "Starbooks" for children. Their slogan is "Happiness on every page."

James Pott & Co.

Travelers:

Frederick W. Hallam (large Eastern cities.)
Charles R. Duryea (Western cities.)
William G. Chase (South.)
William L. Mezger (Far West.)
W. W. Silver (Middle West.)
Charles B. Steele (Texas.)

James Pott & Co. will publish this year the new Bagster Comprehensive Teachers' Bible and the Christian Life Bible, both bound in with the "unbreakable back."

Princeton University Press

The Princeton University Press is represented by F. Dale Warren, Jr., formerly of the American Book Co., and in the Far East by Henry M. Snyder.

G. P. Putnam's Sons

Travelers:

Robert Gordon Anderson, Sales Manager.
Henry L. Allison.
Phillip M. Anderson.
Thomas J. Smith.
Wm. F. Hobson.

G. P. Putnam's Sons head their spring list with a new novel by Harold Begbie, "The Ways of Laughter," the story of a cheerful barrister, followed by a Sackville-West tale of a small manufacturing town and a novel of the sea by Meade Minnigerode. Drama is represented by plays by Lord Dunsany, Lady Gregory and the popular comedy, "Dulcy," biography, by lives of Florence Barclay, Canon Barnett, and Johann Sebastian Bach. Other non-fiction includes additions to the *Loeb Classical Library,* and a new library edition of the works of Theodore Roosevelt.

FICTION

The Ways of Laughter, Harold Begbie.
The Dragon in Shallow Waters, V. Sackville-West.
Oh, Suzanna, Meade Minnigerode.
Snowdrift, James B. Hendryx.
Isle of Seven Moons, Robert Gordon Anderson.
Chanting Wheels, Hubbard.
Mendoza and a Little Lady, William Caine.
The Joy of Living, Sidney D. Gowing.
The Man in the Twilight, Ridgwell Cullum.

NON-FICTION

If, Lord Dunsany.
The Image, Lady Gregory.
Dulcy, A Comedy, George S. Kaufman and Marc Connelly.
The Life of Florence Barclay, Her Daughter.
The Evolution of Civilization, Joseph McCabe.
In the Land of the Gorilla and Okapi, T. Alexander Barns.
Psychanalysis in the Classroom, George H. Green.
The Magic and Science of Jewels, Isadore Kozminsky.
Wayfarers in Arcady, Charles Vince.
Ourselves When Young, H. T. Sheringham.
Painted Windows, Gentleman with the Duster.

JUVENILES

Everyday Life in the Old Stone Age, Marjorie and C. H. B. Quennell.

Rand McNally & Co.

Travelers:

Joseph E. Goodwin (Eastern territory as far west as Detroit, Mich., also the Eastern Southern States).

John S. Neuman (assisting Mr. Goodwin in the Eastern States).
Henry M. Lamb (Central States).
Raymond A. McNally (Pacific Slope and Southwestrn States).

I. J. White will also visit the trade thruout the entire country in the interest of Sales Promotion, Window displays and advertising helps.

HUGH S. PRATT
Representing The Ronald Press Company
"Go West, young man, go West" is more than a slogan with Hugh S. Pratt. To him it has progressively become reality. Representing the Ronald Press Company, first in certain eastern states and later in the mid-west, he has just recently assumed charge of their Western territory, using "Frisco" as his headquarters.

The Reilly & Lee Co.

Travelers:

William F. Lee (large cities of the East. and Chicago.)
Samuel H. Darst (larger cities of the Central West.)
Clement F. Benoit (New England, the Southwest and the Pacific Coast.)
George J. Lea (Central and Southeastern States and Middle States.)
Braden Caldwell (Middle Western States.)

The Reilly & Lee Co. will publish March 1st "The Truth About Henry Ford" by Sarah T. Bushnell, an intimate narrative; "Pewee" by William MacHarg, a story of Chicago's "gold coast" and its slums; "Saturday Nights" by Earl G. Curtis, a new author; "The Hope Chest," a practical book for the bride; "Kabumpo in Oz" by Ruth Plumly Thompson, founded on and continuing the famous Oz stories by L. Frank Baum; and a new "Teenie Weenie" book by Wm. Donahey, "The Teenie Weenies Under the Rose Bush." There will be two new titles in the Snell *Mystery Stories for Boys,* "The Crimson Flash," March 1 and "White Fire," July 1, and new titles in the *Camp Fire Girl's Series, Mary Louise Series* and *Boy Scout Series.*

Fleming H. Revell Co.

Travelers:

Fleming H. Revell, Jr.
W. H. Mook, Jr.
Hobart T. Olsen.
John W. Hill.

The Fleming H. Revell Co. announces among its spring leaders "The Foreign Relations of China," by Mingchien Joshua Bau; Lectures of William Jennings Bryan entitled "In His Image"; Crusading in the West Indies," the story of twelve year's residence in Latin America, by W. J. Jordan; "Blackboard Efficiency," a suggested method for the use of crayon and blackboard, by R. F. Y. Pierce; S. A. Steel's "The Modern Theory of the Bible"; "In the Breaking of the Bread" by James I. Vance; "China, the United States and the Anglo-Japanese Alliance,"a concise account, "The Chino-Japanese Treaties of May 25th, 1915," and "The Twenty-One Demands," all by G. Zay Wood.

The Ronald Press Co.

Travelers:

Eastern States	Western States
J. F. Bohmfalk	C. P. Calhoun
W. W. Hill	H. S. Prattt
H. A. Stewart	

The Ronald Press announces for spring publication: "A History of the Southern Pacific," by Daggett & Stuart; "Practical Accounting Problems," Pt. 2, by P. J. Esquerre; "The Work of the Stock Exchange," by J. Edward Meeker, "Income Tax Procedure—1922," by R. H. Montgomery.

The Saalfield Publishing Co.

Travelers:

A. G. Saalfield.
Ben Spero.
Harry E. Tucker.
M. G. Field.
Paul W. Rolley.
A. J. Saalfield, Jr.
George W. Webster.
E. Bergman.
G. D. Fallis.
M. Meyer.

Charles Scribner's Sons

Travelers:

Melville Minton (Boston, Philadelphia, Chicago and large Eastern cities.)
A. S. Knapp (Detroit, Cleveland and other large cities of Middle West.)
C. E. Connolly (Southern territory and smaller cities of Middle West.)
W. O. Baker (Pacific Coast.)
Harry Bauer (New York City, New England and smaller cities of New York, Pennsylvania, Ohio and Michigan).
Sterling Galt, Jr. (New York City.)

The leading Scribner novels of the spring are "The Beautiful and Damned" by F. Scott Fitzgerald; author of "This Side of Paradise," etc., and "The Everlasting Whisper," a tale of the California wilderness, by Jackson Gregory, and "Where Your Treasure Is" by the author of "Simple Souls," John Hastings Turner. There is also Mary Raymond Shipman Andrews' Roosevelt story, "His Soul Goes Marching On," comparable to her Lincoln story "The Perfect Tribute." In the field of biography, the Scribners publish Chauncey M. Depew's "My Memories of Eighty Years" and they will continue actively to promote "The Americanization of Edward Bok" now in its 18th edition; in the popular scientific field, "The New Heavens" a book which describes the extraordinary revelations of the Mount Wilson Observatory in California by George Ellery Hale, and "The Revolt Against Civilization, The Menace of the Underman" by Lothrop Stoddard; in the juvenile field, a new girls' novel by Joslyn Gray, called "The Other Miller Girl" and "The Adventures of a Grain of Dust" by Hallam Hawksworth, in the series that began with "The Strange Adventures of a Pebble."

FICTION

His Soul Goes Marching On, Mary Raymond Shipman Andrews.
Tide Rips, James B. Connolly.
The Beautiful and Damned, F. Scott Fitzgerald.
The Forsythe Saga, John Galsworthy.
The Everlasting Whisper, Jackson Gregory.
Uncle Bjah's Ghost, Jennette Lee.
Pirate's Hope, Francis Lynde.
Stories, Meredith Nicholson.
Madame Valcour's Lodger, Florence Olmstead.
Where Your Treasure Is, John Hastings Turner.

NON-FICTION

Manon Philipon Roland, Evangeline Wilbour Blashfield.
The Flutter of the Gold-Leaf and Other Plays, Olive Tilford Dargan and Frederick Peterson.
My Memories of Eighty Years, Chauncey M. Depew.
Railroads and Government, Frank Haigh Dixon.
Life of Donald G. Mitchell, Waldo H. Dunn.
The New Heavens, George Ellery Hale.
The Carpenter and His Kingdom, Alexander Irvine.
The Unspeakable Gentleman, J. P. Marquand.
Bible and Spade, John P. Peters.
The Chronicles of Chicora Wood, Elizabeth W. Allston.
The Life of George Westinghouse, Colonel H. G. Prout.
The Cowboy, Philip Ashton Rollins.
The Revolt Against Civilization, Lothrop Stoddard.
Songs Out of Doors, Henry van Dyke.
The Open Spaces, John C. Van Dyke.
The Advertising Man (Vocational Series) Earnest Elmo Calkins.
The Physician (Vocational Series) Dr. John M. Finney.
The Newspaper Man (Vocational Series) Talcott Williams.

JUVENILE

The Other Miller Girl, Joselyn Gray.
The Adventures of a Grain of Dust, Hallam Hawksworth.

Thomas Seltzer, Inc.

Travelers:

F. J. Sloane (East and Middle West).
Wallace Wachob (San Francisco and Pacific Coast.)

CHARLES E. CONNOLLY
Representing Scribner's Sons

CHARLES E. CONNOLLY has been connected with Charles Scribner's Sons since the spring of 1910. He was assistant art manager until 1920, when he transferred to the sales force covering the Southern Territory and the middle west. Prior to coming to Scribner's he was for several years with *McClure's Magazine* and the McClure, Phillips & Co.

Thomas Seltzer announces a new novel by D. H. Lawrence, "Aaron's Rod;" "Intrusion," a novel by Beatrice Kean Seymour; Hamilton Fyfe's "The Widow's Cruse," a humorous and satirical novel; and the story of a society girl,

"Love and Dian" by Concordial Merrel; "Jeremiah," a play by Stefan Zweig; "Fantasia of the Unconscious" by D. H. Larwence; and "Old Europe's Suicide," a brief history of Europe, 1912-1919, by Brigadier-General C. B. Thomson.

A. W. Shaw Co.

Traveler:

Thomas S. Rockwell.

Among new spring publications the A. W. Shaw Co. announces: "Retail Store Management Problems," presenting the management problems of retail stores in all sections of the country, by Donald K. David; "Problems in Business Finance" by Edmond Earle Lincoln; and "Problems in Sales Management" by Harry R. Tosdal, all three volumes by members of the faculty of the Graduate School of Business Administration, Harvard University.

Small, Maynard & Co.

Travelers:

E. J. Vass (Boston, New York, Philadelphia, Chicago.)

H. S. Elliott (Pacific Coast.)

George W. Amis (Eastern Territory.)

The spring list of Small, Maynard & Co. includes a new mystery story by Edgar Wallace, "The Angel of Terror;" Edward J. O'Brien's "Best Short Stories of 1921;" and a volume on the Ku Klux Klan by Henry P. Fry. Other features are:

FICTION

Rangy Pete, Guy Morton.
The Witch Man, Margaret Belle Houston.
The Queen of Karmania, Marie Van Vorst.
The Angel of Terror, Edgar Wallace.
Timber, Harold Titus.
The Love Chase, Felix Grendon.
The Best Short Stories of 1921, Edward J. O'Brien.

NON-FICTION

Success, Lord Beaverbrook.
The Modern Ku Klux Klan, Henry P. Fry.
The Future of the Novel, Meredith Starr.
Gruach and Britain's Daughter, Gordon Bottomley.

The Standard Publishing Co.

The Standard Publishing Co. announces the following spring publications: "Special Sermons for Special Occasions," edited by E. W. Thornton, twenty-two sermons and addresses on the calendar holidays and church and Bible school special days; "The Spell of the Shang Kambu, and Other Stories" by Dennis H. Stovall, tales of adventure for boys; and "My Own Main Street" by William A. Johnston, reminiscences of the author's boyhood days.

Stanton & Van Vliet

Travelers:

John R. Stanton (Coast.)

John L. White (East of Ohio).

William M. Stitt (South, Middle West.)

C. H. Van Vliet has recently purchased John R. Stanton's interest in the business. The company will add 40 new titles including a series of *Bunny Books* by Laura Rountree Smith illustrated by Penny Ross.

Stewart Kidd

Travelers:

John G. Kidd (Larger Eastern cities.)

Frank Coombs (New York City, New England and the Coast.)

Jas. L. Crowder (Chicago and the Middle West.)

Baker & Taylor Co., New York, and A. C. McCdurg & Co., of Chicago, will also carry the complete line.

Foreign Representatives are: Canada, Ryerson Press, Toronto; Great Britain and the Colonies, Curtis Brown, Ltd.; Japan, Maruzen Co.; India, D. P. Taraporevala Sons & Co.

The Stewart Kidd spring list includes titles in the *Sewart Kidd Modern Play Series,* several imports, and the following:

The Quiet Courage, and Other Songs of the Unafraid, Everard Jack Appleton.
Aspects of Americanization, Edward Hale Bierstadt.
Masterpieces of Modern Spanish Drama, Barrett H. Clark.
Trail Craft, Claude P. Fordyce.
Adventures in Angling, Van Campen Heilner.
Bill Johnston's Joy-Book: 2002 Jokes, William T. Johnston.
The Sun Chaser: A Play in Four Acts, Jeannette Marks.
Red Bud Women: Being Four One-Act Plays, Mark O'Day.
The Book of the Pike, O. W. Smith.
Seckatary Hawkins in Cuba, Robert F. Schulkers.
The Real Estate Business as a Profession, John B. Spilker.

Frederick A. Stokes Co.

Travelers:

F. Brett Stokes (Pacific Coast, Chicago and other large cities in the Middle West.)

Henry F. Savage (Boston, Philadelphia, Washington, Baltimore, Pittsburgh and other large cities in New York State and New England.)

James L. Nerney (South and smaller cities in Middle West and East.)

Edward G. Larson (New York City.)

Herbert P. Spencer (New York City and small cities in Middle West.)

The fiction on the Stokes Spring list includes the first novel that has appeared in some years by Frances Hodgson Burnett, another novel with a California setting by Gertrude Atherton, and a story by Harold Bindloss of an English girl and her Canadian guardian. The third and fourth volumes of Mr. Punch's "History of Modern England" are to be ready this spring. Mae Marsh, the well-known screen star has written a book on "Screen Acting."

FICTION

Sleeping Fires, Gertrude Atherton.
The Man From the Wilds. Harold Bindloss.
The Head of the House of Coombe, Frances Hodgson Burnett.

NON-FICTION

Watchers of the Sky, Alfred Noyes.
Caruso and the Art of Singing, Fucito Salvatore.
Mr. Punch's History of Modern England, Vols. 3 and 4, Graves.
Screen Acting, Mae Marsh.

Stoll & Edwards Co., Inc.

Travelers:

John Coyle (West of Chicago.)
H. S. Stoll (East and South.)
W. M. Edwards (Middle West.)
A. Wessels (New England.)

Stoll and Edwards Co., Inc., are distributors for an entirely new series of toy books by Thornton W. Burgess, author of the famous *Bedtime Stories,* illustrated by Harrison Cady, uniform in size with the *Little Folks Playtime Series.*

George Sully & Co.

Travelers:

George Sully (principal cities East of St. Louis.
William H. Kleinteich (South, Middle West, New England.)
H. M. Caldwell (Pacific Coast, April and May.)

George Sully & Co. include in their announcements for May: "Little Folks Book of Nature" by Hiram Hunter; "Personal Experiences of a Cub Reporter" by Cornelius Vanderbilt, Jr.; a portrait edition of "It Can Be Done," poems of inspiration by Joseph Morris and St. Clair Adams; new volumes in the *Billie Bradley* and *Four Blossoms Series;* "Sheila of Big Wreck Cove," a Cape Cod novel, by James A Cooper; and two revised editions: "One Thousand Things Worth Knowing," and "How to Obtain Citizenship."

The University of Chicago Press

Travelers:

Donald P. Bean (large cities.)
G. C. Crippen (religious books.)
R. F. Holloway (educational books.)

The University of Chicago Press announces a de luxe edition of Joseph Pennell's "Graphic Arts" together with a lengthy list of non-fiction in various classes including the following:

General Science, by W. L. Eikenberry
The Play Movement in the United States, by Clarence E. Rainwater.
Through Three Centuries, by Jesse L. Rosenberger.
A Naturalist in the Great Lakes Region, by Elliot R. Downing.
Plato and Religious Problems of Today, by Paul Shorey.
What Jesus Taught, by A. Wakefield Slaten.
The Worker in Our Economic Society, by Douglas, Atkins and Hitchcock.
An Approach to Business Education, by Leverett S. Lyon.
Readings in Social Pathology, by Ernest W. Burgess.
Technique of Business Communication, by N. W. Barnes.
Managerial Accounting, by A. C. Hodge and J. McKinsey.
Translation of the New Testament, by E. J. Goodspeed.

U. P. C. Book Co.

The U. P. C. Book Co. will be represented by the David McKay Co. Among its spring publications are: "Homes of Moderate Size," Dalzell; "Automobile Electrical Systems," Moreton & Hatch; "Automobile Repairman's Helper," William & Pile; "Lumber and Its Uses," Kellogg; "Estimating Building Costs," Arthur; "Builder's Guide" Hicks; "Practical Structure Designs." McCullough; "Hollow Tile Construction," Cosgrove; "Retail Profits, Turnover and Net Worth." Minster.

ANDREW McCANCE

ANDREW McCANCE was born Killyleigh, County Down, Ireland, in 1863 and arrived in Boston 1883. Two years later he bought a small book and periodical store in Washington Street. In 1892, he formed a partnership with Alfred Smith under the name of Smith and McCance. Later he bought out Mr. Smith's interest, but the firm name remains unchanged. He has bought the Carter Building at 5 Ashburton Place, to which the business will be moved from its present location at 2 Park Street when the lease expires in March 1924. William Stanley Braithwaite's "1920 Anthology of Magazine Verse" bore the following dedication. "To My Friend, Andrew McCance, who keeps books old and new, periodicals foreign and domestic, at 2 Park street, Boston. Genial, wise and witty and beloved by a generation of literary folk and others as a teller of good stories."

Vir Publishing Co.

President L. M. Cross of the Vir Publishing Co., will make the coast trip this year, leaving about March 1st and stopping at some of the leading cities in the near East and West.

Frederick Warne & Co.

Travelers:

Desmond Fitzgerald (Pacific Coast and Far West.)
James L. Crowder (Chicago, Omaha and Middle West.)
Frank A. Coombs (South.)
Arthur L. Treble (New York, Boston, Philadelphia and the East.)

Frederick Warne & Co.'s program for 1922 will include the following addition to their children's book section: a new edition of "The Magic Fishbone" by Charles Dickens, illustrated in color by F. D. Bedford. Two picture books illustrated by Leslie Brooke which bound together will form Picture Book No. 4, and a new volume of the Golden Goose Book type entitled "Ring a Ring of Roses;" a new series of colored picture books by Lawson Wood; also the "Rummy Tales" painting book by the same artist.

W. J. Watt & Co.

Travelers:

W. J. Watt (large cities of the East.)
Howard Watt (Middle West.)
W. W. Wachob (Pacific Coast.)

W. J. Watt & Co. will publish this spring four novels by Ruby Ayres: "Winds of the World" "The Uphill Road," "The Second Honeymoon," "The Phantom Lover," "Waters of Strife," a Western story by Robert Ames Bennet; "The Trap," a story of Alaska by H. H. Matteson; "The Valley of Content," by Mrs. Blanche Upright; "The Gray Phantom's Return," a new Gray Phantom detective story by Herman Landon; and "The Shriek," a satirical burlesque, by Charles Somerville.

Albert Whitman & Co.

Travelers:

C. E. Curtis (Middle West, Southwest.)
W. S. Siegel (Western and Pacific Coast.)
Albert Whitman (Eastern territory.)

The outstanding additions to the Whitman list will be six new juveniles profusely illustrated in color: "The Six Tiddly Winks," "The Happy Mannikin," "Jolly Polly and Curly Tail," "The Comical Circus Stories." all by Laura Rountree Smith, "Real Out of Door Stories" by Clara J. Benton, and "Doll Land Stories' by Eloise Byington.

W. A. Wilde Co.

Travelers:

W. J. Sanford.
R. W. Kendall (Eastern trade from Boston office.)
H. S. Elliott (Pacific Coast.)

The John C. Winston Co.

Travelers:

John R. Fraser (Sales manager.)
B. F. Hitchens (Western manager.)
Elmer E. Jones.
E. A. Merriam.
W. C Shepherd
Julius Meyer.
R. G. Kornbau.
C. F. Kint, Jr.
A. O. Morse.
Albert E. Aldridge.
William Currer (Canadian Branch.)

The John C. Winston Co. has in preparation two new self-pronouncing Bibles which will be added to the *International Series.* To the list of children's books several new series have been added, the most important of which is probably the *Twilight Animal Series,* with eleven titles, by C. E. Walsh. Other features of the spring list are:

The Cozy Hour Series.
Grimm's Fairy Tales.
Hero Tales from History, Smith Burnham.
Auction for Two and Three, Milton C. Work.
A New Loose-Leaf Bible.
Loose-Leaf Cook Book.

The Womans Press

The Womans Press lists for spring two books by Edna Geister: "It is To Laugh," a book of games and stunts, and "Ice Breakers and the Ice Breaker Herself," two previous volumes combined in one; "What's Best Worth Saying" by Richard Roberts, author of "The Untried Door," "Red Letter Day Plays," a collection of short impromptu plays to be given by 'teen age boys and girls, by Margaret Getchell Parsons; and "The Street of Precious Pearls," the story of Peking, by Nora Waln.

Yale University Press

Travelers:

Thomas R. Coward (New York City.)
Wilmarth S. Lewis (Chicago and territory East.)
F. A. Coombs (West of Chicago.)

Yale University Press leaders are: Aimée Dostoyevsky's study of her father, the great Russian novelist; Chief Justice William Howard Taft's "Liberty Under Law," Dean Roscoe Pound's "An Introduction to the Philosophy of Law," and "Poems from the Yale Record."

Directory of Traveling Salesmen of the Book-trade

Adams, L. W., Lothrop, Lee & Shepard Co.
Albrecht, W. P., Macmillan Co.
Aldridge, Albert E., J. C. Winston Co.
Allen, Tom, M. A. Donohue & Co.
Allison, H. L., G. P. Putnam's Sons.
Amis, G. William, Harcourt, Brace & Co.
A. A. Knopf, Small, Maynard & Co.
Anderson, Philip M., G. P. Putnam's Sons.
Anderson, Robert G., G. P. Putnam's Sons.
Apeler, J. H., Moffat, Yard & Co.
Applegate, W. B., George W. Jacobs & Co.
Appleyard, William, Forbes & Co.
Archer, Leon B., Cosmopolitan Book Corporation.
Armour, A., Macmillan Co.
Atwood, M. S., Laird & Lee, Inc.
Austin, Frank, Milton Bradley Co.
Bachmann, George F., Thomas Nelson & Sons.
Baker, Ellis K., J. B. Lippincott Co.
Baker, Harris W., G. & C. Merriam Co.
Baker, H. S., Bobbs-Merrill Co.
Baker, W. O., Charles Scribner's Sons.
Barse, Horace H., Barse & Hopkins.
Barse, W. J., Barse & Hopkins.
Barris, H. L., M. A. Donohue & Co.
Bauer, H. C., Charles Scribner's Sons.
Bauer, J. J., Abingdon Press.
Bean, Donald P., University of Chicago Press.
Bell, James J., Cosmopolitan Book Corporation.
Bell, John A., Century Co.
Bell, W. C., Nicholas L. Brown.
Bellamy, Edward T., Grosset & Dunlap.
Benoit, Clement F., Reilly & Lee Co.
Bentley, Frank J., Grosset & Dunlap.
Bergey, W. M., Grosset & Dunlap.
Bergman, E., Saalfield Pub. Co.
Blake, James D., Harper & Bros.
Boedeker, E. F., M. A. Donohue & Co.
Bohmfalk, J. F., Ronald Press.
Bond, Raymond T., Dodd, Mead & Co.
Brady, George, Milton Bradley Co.
Britton, Sumner H., Charles E. Graham & Co.
Britton, W. A., George H. Doran Co.
Bruce, Ernest J., T. Y. Crowell Co.
Bruce, Frank, Houghton Mifflin Co.
Burger, Adam, Harper & Bros.
Burke, W. V., Macmillan Co.
Burt, E. F., A. L. Burt Co.
Byron, B. G., Baker & Taylor Co.
Caldwell, Braden, Reilly & Lee Co.
Caldwell, H. M., George Sully & Co.
Calhoun, Charles P., Ronald Press.
Capeller, George, Milton Bradley Co.
Carroll, Joseph V., Houghton Mifflin Co.
Carruthers, R. V., A. L. Burt & Co.
Chase, W. G., James Pott & Co.
Clagett, Thomas H., J. B. Lippincott Co.
Clinch, F. A., D. Appleton & Co.
Coan, Robert A., Atlantic Monthly Press.
Cobb, A., Jr., Automobile Blue Book Co.
Collins, J. T., Macmillan Co.
Connolly, C. E., Charles Scribner's Sons.
Connor, William, Milton Bradley Co.
Cook, Howard W., Moffat, Yard & Co.
Coombs, Frank A., Boni & Liveright, Inc., Brentano's, Nicholas L. Brown, N. W. Heiley Pub. Co., Marshall Jones Co., Stewart Kidd, Frederick Warne & Co., Yale University Press.
Corrigan, J. W., George H. Doran Co.
Coward, Thomas R., Yale University Press.
Coyle, John, Cupples & Leon.
Crippen, G. C., University of Chicago Press.
Crofoot, Russell, Robert M. McBride Co.
Cross, L. M., Vir Publishing Co.
Crowder, James L., Biddle Business Publications, Inc., Boni & Liveright, Brentano's, A. C. McClurg & Co., Stewart Kidd, Frederick Warne & Co.
Cummings, E. L., Milton Bradley Co.
Cunningham, Herbert C., Thomas Nelson & Sons.
Curran, B. F., D. Appleton & Co.
Currer, William, J. C. Winston Co.
Curtis, C. E., Albert Whitman & Co.
Darst, S. H., Reilly & Lee Co.
Davis, G. M., C. S. Hammond & Co.
Deaton, G. H., Grosset & Dunlap.
Diamond, S. S., M. A. Donohue & Co.
Dickerson, W. T., Jr., Thomas Nelson & Sons.
Dickson, Frank C., T. Y. Crowell Co.
Donaldson, P. C., F. J. Drake & Co.
Dorrance, W. H., Dorrance & Co., Inc.
Dorsey, S. E., Platt & Munk Co.
Douglass, Mortimer, E. P. Dutton & Co.
Drake, H. R., George H. Doran Co.
Duncan, Elbert B., Atlantic Monthly Press.
Dunlap, Edward P., Grosset & Dunlap.
Duryea, Charles R., James Pott & Co.
Earl, H. B., Doubleday, Page & Co.
Early, P. H., Page Co.
Edwards. W. M.. Stoll & Edwards Co.
Egan, Lester, Baker & Taylor Co.
Ellingwood, J. T., A. L. Burt Co.
Elliott, Hugh S., Atlantic Monthly Press, Marshall Jones Co., Medici Society of America, Small, Maynard & Co., W. A. Wilde Co.
Emery, C. M., Automobile Blue Book Co.
Evans, R. G., Hurst & Co., Nourse Co.
Fallis, G. D., Saalfield Pub. Co.

Farrell, Richard G., Abingdon Press.
Fassett, Fred H., Macmillan Co.
Fenno, R. F., Norman Henley Pub. Co.
Field, M. G., Saalfield Pub. Co.
Fitsimmons, Cortland, Baker & Taylor Co.
FitzGerald, Desmond, Boni & Liveright, Grosset & Dunlap, Henry Holt & Co., B. W. Huebsch, A. A. Knopf, Frederick Warne & Co.
Floyd, Albert, Milton Bradley Co.
Fly, H. K., H. K. Fly Co.
Foss, R. J., M. A. Donohue & Co.
Fraser, John R., John C. Winston Co.
Fredenburgh, Theodore, Houghton Mifflin Co.
French, Watson M., Barse & Hopkins.
Furman, Edward I., Macaulay Co.
Furman, L. S., Macaulay Co.
Gallon, M. F., Cupples & Leon.
Galt, Sterling, Jr., Charles Scribner's Sons.
Gaskill, Herbert M., J. B. Lippincott Co.
Geer, George H., Jr., Houghton Mifflin Co.
Gehrs, August H., Harcourt, Brace & Co.
Giffin, Charles G., E. P. Dutton & Co.
Gittens, Claude H., Harper & Bros.
Glass, S. S., Automobile Blue Book Co.
Glenney, W. P., Dodge Pub. Co.
Goldman, Joseph, Barse & Hopkins.
Goodchild, Frederick D., Four Seas Co.
Goodwin, Joseph E., Rand, McNally & Co.
Goubeaud, W. P., Doubleday, Page & Co.
Graham, Alan H., Charles E. Graham & Co.
Graham, C. E., Charles E. Graham & Co.
Gray, E. S., Forbes & Co.
Greene, Joseph F., Little, Brown & Co.
Griffith, W. C., Laird & Lee, Inc.
Gross, G. H., Henry Altemus Co.
Grosset, Garnet W., Grosset & Dunlap
Grosset, Philip, Grosset & Dunlap.
Guck, Frank L., Oxford University Press.
Haldane, William, Barse & Hopkins.
Hall, Edward W., Dodge Publishing Co.
Hallam, Frederick W., James Pott & Co.
Hamer, John G., Macmillan Co.
Hamersley, W. M., M. A. Donohue & Co.
Hamilton, J. J., Thomas Nelson & Sons.
Hammen, A. J., Oxford University Press.
Hamming, Andrew, M. A. Donohue & Co.
Hammond, Robert S., C. S. Hammond & Co.
Harris, Fred M., Abingdon Press.
Hass, H. P., Baker & Taylor Co.
Hatfield, John R., A. L. Burt Co.
Hays, R. N., George H. Doran Co.
Heaney, Joseph V., Oxford University Press.
Heikel, Emil, D. Appleton & Co.
Henry, F. C., Doubleday, Page & Co.
Hill, John W., Fleming H. Revell Co.
Hill, W. W., Ronald Press.
Hilt, A. J., A. J. Holman Co.
Hilts, Carl F., Macmillan Co.
Hitchens, B. F., John C. Winston Co.
Hobby, George R., T. Y. Crowell Co.
Hobson, William F., G. P. Putnam's Sons.
Holloway, R. F., Univ. of Chicago Press.
Holt, Eliot, Henry Holt & Co.
Holt, Guy, Robert M. McBride Co.
Hope, Frederick, B. W. Huebsch.
Hopkins, Irving G., Harse & Hopkins.
Hopkins, John H., Barse & Hopkins.
Hutchinson, W. E., Abingdon Press.
Imhoff, Fred, Milton Bradley Co.
Jasper, Theodore A., A. L. Burt Co.
Jenkins, Samuel A., Grosset & Dunlap.
Johnson, G. H., E. J. Clode.
Johnson, T. C., C. E. Graham & Co.
Jones, A. Marshall, Marshall Jones Co.
Jones, Elmer E., John C. Winston Co.
Jones, Frank, Little, Brown & Co.
Jones, W. H., Platt & Munk Co.
Jordan, Clarence E., A. L. Burt Co.
Keiser, Harry F., Abingdon Press.
Kendall, R. W., W. A. Wilde Co.
Ketcham, Edward C., Grosset & Dunlap.
Kidd, John G., Stewart Kidd.
Kinsey, H. C., Cosmopolitan Book Corporation.
Kint, C. F., Jr., John C. Winston Co.
Kleinteich, William H., George Sully & Co.
Knapp, A. S., Charles Scribner's Sons.
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Flemington—E. Vosseller. (Asher Stryker.)
Freehold—Levy Bros. (Mrs. M. Wilbur.)
Hackettstown.—Walter L. Cooke.
Hammonton.—Wm. L. Black. (Miss D. Durgan.)
Keyport.—A. Salz & Co. (Miss Meehan.)
Long Branch.—Jacob Steinbach. (Miss March.)
Newark.—L. Bamberger & Co. (Miss M. Hancock.)
—Beger Dept. Store. (J. H. Larsen.)
—Hahne & Co. (J. Sheridan.)
Paterson.—Meyer Bros. (L. L. Samuels.)
—Quackenbush & Co. (E. Spitz.)
Perth Amboy.—Reynolds Bros. (Miss A. Baldwin.)
Plainfield.— A. E. Force & Co. (A. E. Force.)
Red Bank.—A. Salz Co. (Miss Predmore.)
Rutherford.—W. E. Waller. (R. W. Meyers.)
Trenton.—S. P. Dunham & Co. (Mrs. Schultz.)
West New York.—Kruger's (Mr. Dwyer.)
Westfield.—F. H. Schaefer & Co. (Mr. Moore.)
Westwood.—W. E. Waller.

NEW HAMPSHIRE

Lebanon.—A. B. Hunt.
Manchester.—Barton's Department Store. (Mr. Lamb.)
Portmouth.—Lewis E. Staples.
Peterboro.—Goodnow & Derby. (H. Derby.)

NEW YORK

Albany.—W. M. Whitney & Co. (Miss Anna M. Hartman.)
—John G. Meyers Co. (Miss H. F. Reilly.)
—Waldman Bros. (Mrs. C. E. Browne.)
Auburn.—Foster, Ross & Co. (Clarence Kierst.)
Binghamton—Fowler, Dick & Walker. (Miss Harriet B. Mason.)
—Hills, McLean & Haskins. (Miss Mack.)
—Rosenthal & Rubin, Inc. ("The Fair.")
Brooklyn.—Abraham & Straus. (Mrs. Kelly.)
—H. Batterman Co. (C. J. Bernard.)
—Burden & Co., Inc. (H. Ryan.)
—The McCormick Store. (Miss G. Smith.)
—Levi Bros. & Co. (George W. Hirsch.)
—Frederick Loeser & Co. (Miss E. Hubley.)
—J. D. Wilson & Son. (Mr. Mulholland.)
Buffalo.—Adam, Meldrum & Anderson Co. (Henry J. Simons.)
—J. W. Adams & Co. (Miss H. J. Hall.)
—The Wm. Hengerer Co. (Miss T. J. Cummings.)
Canandaigua.—The Anderson Store. (D. Curtis.)
Corning.—Wing & Bostwick. (Mr. Perry.)
Elmira.—Sheehan, Dean & Co. (Mr. Charles Dean.)
Glens Falls.—Boston Store. (Mr. Bassinette.)
Gloversville.—Argesinger Co., Inc. (W. A. Dockstader.)
—Martin & Naylor. (Mr. Strong.)
Haverstraw.—Baum Bros. (C. K. Baum.)
Hoosick Falls.—M. Lurie & Co. (Mr. Brahan.)
Herkimer.—H. C. Munger Co. (Mr. Bachelier.)
Hudson.—Marsh & Backman. (Miss Potts.)
Ithaca.—Rothschild Bros. (Leon D. Rothschild.)
Jamestown.—Jones & Audette. (C. L. Audette.)
—A. C. & C. A. Anderson Co.
—Abrahamson & Bigelow Co. (Herbert Hough.)
Johnson City.—Roy Hancock.
Malone—Wm. P. Empsall & Co., Inc. (Wm. P. Empsall.)
Mt. Vernon.—Genung-McArdle & Campbell. (Miss Baylis.)
New Rochelle.—Ware's Department Store. (Miss I. Fowler.)
New York City.—Adams, Flanigan Co. (Charles Cross.)
—Adams Senior Co. (Miss Smith.)
—Bach & Co. (Mr. Bach.)
—Barnett Bros. (Mrs. M. King.)
—Best & Co. (Miss E. Cugell.)

—Bloomingdale Bros. (Womrath & Peck.)
—L. M. Blumstein, 125th St. (Mr. Mahrer, Jr.)
—Butler Bros., wholesalers. (Henry Gerlach Jr,)
—John Daniell Sons & Sons. (Mrs. Jeannot.)
—Gimbel Brothers. (Miss Alice M. Dempsey.)
—James A. Hearn & Son. (Miss Grady.)
—H. C. F. Koch & Co. (Miss Conklin.)
—The Lord & Taylor Book Shop. (C. R Crowell.)
—R. H. Macy Co. (Miss Grace Gaige.)
—James McCreary & Co. (Miss K. Bayne.)
—A. Neuhaus & Co., 466 Columbus Ave. (Miss Semple.)
—Francis Rogers & Son. (Miss McKay.)
—Rothenberg & Co. (H. J. Palmer.)
—James R. Senior, Inc. (Roy M. Senior.)
—Stern Brothers. (Miss Uhlenbush.)
—Syndicate Trading Co., wholesalers. (W. H. Arnold.)
—John Wanamaker. (Frank S. Smyth.)
—L. Wertheimer Dept. Store Co. (Mrs. R. F. Koester.)
Newburgh.—John Schoonmaker & Son. (F. A. Munger.)
Niagara Falls.—Jenss Bros. (Ernest Jenss.)
—Niagara Dry Goods Co. (Mr. Fischer.)
—Beir Bros. (Miss D. Newman.)
Nyack.—Harrison & Dalley. (Miss Lynch.)
Ogdensburg.—Nathan Franks Sons. (Leo Frank, Mrs. Julia Flaherty.)
Olean—Bradner's Dept. Store.
—Up-to-Date "Variety Store," (F. H. Norton.)
Oneonta.—Oneonta Dept. Store. (L. Bresee.)
Oswego.—Geo. H .Campbell & Co. (Geo. H. Campbell.)
Peekskill.—Berger's Dept. Store. (Mr. Harding.)
Penn Yan.—The Metropolitan of Penn Yan.
Poughkeepsie.—Luckey, Platt & Co. (G. Gill.)
—Wallace Co. (Miss Mallaley.)
Rochester.—E. W. Edwards & Son.
—Burke, Fitzsimons, Home Co., Inc. (Edward Toole.)
—Duffy-Powers Co. (Charles E. Mench.)
—Sibley, Lindsay & Curr Co.—(R. G. Powers.)
Rome.—F. E. Bacon Co. (Miss Edith Murray.)
Saugerties.—Reed & Reed. (Mr. Macmillian.)
Schenectady.—H. S. Barney Co. (Miss Elizabeth A. Ledger.)
—The Boston Store. (Edw. Hooley.)
—The Wallace Co. (Clarence Brundage.)
Syracuse.—E. W. Edwards & Son.)
—Chappell Dyer Co. Inc. (W. A. Dyer.)
—Dey Bros. & Co. (John B. Murphy.)
—The Hunter, Tuppen Co. (Miss Mary Hassett.)
—Syracuse Dry Goods Co. (J. W. Gusbacker.)
—W. Y. Foote Co. (L. A. Keating.)
Troy.—Wm. H. Fear & Co. (Richard V. Page.)
—Gay Company. (Miss Taylor.)
Utica.—A. S. & T. Hunter. (Miss Fitzgibbon.)
—Robert Frazer. (John T. McDermott.)
—John A. Roberts & Co. (Miss Clara Brown.)
Watertown.—Frank A. Empsall & Co. (Miss Edith Avery.)
Waverly.—B. C. Severance & Co.
Yonkers.—Marshall-Matheson Co. (W. S. Adler.)

NORTH DAKOTA

Grand Forks.—R. B. Griffith Co. (F. C. Bundlie.)
Valley City.—The Fair. (C. J. Olsen.)

OHIO

Akron.—The M. O'Neill Co. (William E. Glass.)
Ashland.—Home Co. (Ellsworth Shinn.)
Ashtabula.—D. L. Davis Co. (D. L. Davis.)
Cambridge.—Potter-Davis Co. (M. Hood.)
Canton.—Wm. R. Zollinger & Co. (Harry C. Zollinger.)
Cincinnati.—Hanke Bros. Co. (R. L. Davis.)
—The Fair Co. (Miss Ada L. Flynn.)
—McAlpin Co. (Miss B. McShane.)
—H. & S. Pogue Co. (Stewart Kidd.)
Cleveland.—Halle Brothers Co. (Miss V. S. Hutchinson.)
—Friese & Schuele. (Charles Meyers.)
—Higbee & Co. (Miss Ella Valentine.)
—The May Co. (J. E. Williams.)
—John Meckes Sons Co. (W. Meckes.)
—The Stearn Co. (M. Altman.)
—Wm. Taylor Son & Co. (M. Lyon.)
Columbus.—Columbus Dry Goods Co. (R. H. Schneff.)
—F. R. Lazarus Co. (W. J. Huber.)
Dayton.—Alder & Childs.
—Elder & Johnson Co. (Fred Fleischauer.)
—W. F. Ollman & Co.
—Rike-Kumler Co. (Miss P. M. Hale.)
Findlay.—C. F. Jackson Co. (George Stringfellow.)
Hamilton.—Robinson-Schwenn Co. (Mr. Schwenn.)
—Mahes Sohngen Co. (Mr. Sohngen.)
Lima.—Deisel Co.
Middletown.—The John Ross Co. (John Ross.)
Mount Vernon.—Woolson Co. (E. T. Guidor.)
Norwalk.—C. F. Jackson Co. (F. E. Hartee.)
Portsmouth.—Anderson Bros. Co. (E. E. Hamilton.)
Sandusky.—Herb & Meyers Co. (A. F. Macmillan.)
—*Sidney.*—The Thedieck Dept. Store. (Frank Thedieck.
Springfield.—The Edw. Wren Co. (C. J. Weichel.)

Toledo.—W. L. Milner & Co. (E. Higgins Co.)
—LaSalle & Koch Co. (Doubleday, Page & Co.)
—Lion Store. (Mrs. E. H. Hubbard.)
Washington Court House.—Jess W. Smith.
Youngstown.—G. M. McKelvey & Co. (George Holsinger.)
—The Strouss-Hirschberg Co. (T. A. Neely.)
Xenia.—Jobe Bros. (K. B. Bloom.)

OKLAHOMA

Ada.—Shaw's Department Store. (Mr. Shaw.)
Enid.—Kennedy Mercantile Co. (Mr. Price.)
Guthrie.—F. O. Lutz Dry Goods Co. (A. Baker.)
Oklahoma City.—Rorabaugh Brown D. G. Co. (R. L. Webb.)
Tulsa.—Halliburton Abbot D. G. Co. (C. F. Hawkins.)

OREGON

Portland.—Meier & Frank Co. (Vivian P. Cooley.)
—Olds, Wortman & King. (Mrs. J. W. Poince.)
Salem.—Patton Bro. (H. D. Patton.)

PENNSYLVANIA

Allentown.—Hess Bros. (Mrs. M. Goeppel.)
—H. Leh & Co. (Miss Lillian Snyder.)
—Zollinger-Harnard Co. (Miss Bessie Sander.)
Altoona.—Wm. F. Gable & Co. (Sidney S. Koch.)
Bethlehem.—The Bush & Buhl Co. (Mr. Stecher.)
Bloomsburg.—F. P. Pursel. (J. N. Knies.)
Bloomsburg.—Gelb & Meyer. (D. Meyer.)
Bradford.—Leslie H. Russ.
Butler.—W. J. Offut Co. (Charles R. Kriner.)
Carlisle.—Imperial Dept. Store. (A. L. Roberts.)
Charleroi.—J. W. Berryman & Son.
Clearfield.—Leitzinger Bros. (J. Leitzinger.)
Connellsville.—Wright Metzler Co. (Robert Evans.)
Cresson.—Gross Department Store. (B. Gross.)
Easton.—Bush & Buhl Co. (Miss Florence Waite.)
—Wm. Laubach & Sons. (Charles M. Laubach.)
Erie.—Erie Dry Goods Co. (A. E. Smith.)
—Trask, Prescott & Richardson. (A. R. Wormath.)
Danville.—P. C. Murray & Son. (Charles Murray.)
—George Grove Keefer.
—R. L. Clymer.
Doylestown.—A. F. Scheetz's Son. (Miss Stommer.)
Harrisburg.—Dives, Pomeroy & Stewart. (L. V. Harvey.)
Hazleton.—Fowler D. G. Co. (H. A. Schmall.)
Jeanette.—Ely Bros. (John Ely.)
Jersey Shore.—Sallada Bros. (Jesse Saft.)
Johnstown.—Penn Traffic Co. (Roland A. Gibson.)
Lancaster.—Leinbach & Co. (Charles Wagner.)
—The Donovan Co. (Mrs. Myers.)
—Watt & Shand. (Edward G. Ely.)
—L. B. Herr & Son. (E. Herr.)
Lebanon.—Bon-Ton Department Store. (Miss Danpman.)
Lewistown.—E. E. McKeen & Co. (Ralph McMeen.)
Lock Haven.—Smith & Winter. (Mr. Winter.)
Mifflin.—E. E. McKeen & Co.
Monessen.—A. R. Ney Co. (A. R. Ney.)
Nanticoke.—J. B. Scureman Co. (Mr. Scureman.)
New Castle.—New Castle Dry Goods Co. (G. C. Fox.)
—W. J. Offut Co. (Charles R. Kriner.)
New Kensington.—H. R. Nainwright Co. Miss Fanny Ross.)
Oil City.—C. H. Smith & Sons Co. (Mr. Nichols.)
Philadelphia.—Gimbel Bros. (Benedict Freud.)
—Lit Bros. (Miss K. A. Callan.)
—N. Shellenburg & Co. (Mrs. M. Lansdale.)
—Strawbridge & Clothier. (Fred F. Mattison.)
—John Wanamaker. (Walter H. Cox and W. B. Eason.)
Pittsburgh.—Boggs & Buhl, Inc. (A. K. Betteridge.)
—Joseph Horne Co. (J. C. Kemp.)
—Kaufman & Baer Co. (Western Book & Stationery Co.) (J. Frey.)
—Kaufman's. (Wm. McGhee and Miss A. Morris.)
Pittston.—Gompertz Dept. Store. (Mr. Asherbrand.)
Pottsville.—Dives, Pomeroy & Stewart.
Reading.—Dives, Pomeroy & Stewart. (C. C. Chrismer.)
Ridgway.—Smith Bros. Co. (Mr. Townsend.)
Stroudsburg.—A. B. Wyckoff. (Miss I. McCarthy.)
Sheffield.—C. H. Smith Co.
Scranton.—Scranton Dry Goods Co. (Mrs. Alice Kinney.)
Tyrone.—The Templeton Co. (Mr. Templeton.)
Uniontown.—Rosenbaum Bros. (I. Rosenbaum.)
—Wright, Metzler Co. (Miss F. Starr.)
Warren.—Smith, Metzler-Wright Co. (E. W. Garrison.)
Washington.—The Vera Co.
Wilcox.—Smith Bros. Co. (C. D. Gleason.)
Wilkes-Barre.—MacWilliam's. (Miss Loretta Dettes.)
—Fowler, Dick & Walker. (Thomas F. Hefferman.)

Williamsport.—Bush & Bull Co. (J. T. O'Brien.)

RHODE ISLAND

Newport.—The King McLeod Co. (J. H. Barrett.)
—Wm. Leys D. G. Co.
Providence.—Callender, McAuslan & Troup Co. (R. F. Meyersahm.)
—J. Samuels & Bro., "The Outlet." (Mr. Sullivan.)
—The Shepard Co. (Mrs. L. Brinkerhoff.)
Woonsocket.—The Harris & Mowry Co. (Mr. Hanson.)

TENNESSEE

Chattanoogo.—Miller Bros. Co. (I. C. Seiving.)
Knoxville.—Anderson, Dulin-Varnell Co. (Lyle Brunner.)
—Cadwell Edington Dept. Store. (E. F. Cadwell.)
—The M. M. Newcomer Company. (H. C. Eisenberg.)
Memphis.—J. Goldsmith & Sons Co. (David S. Levey.)
—B. Lowenstein & Bros. Inc.
Nashville.—Lebeck Bros. (Mr. Powrie.)

TEXAS

Austin.—E. M. Scarborough & Son. (S. H. Sherman.)
Dallas.—Sanger Brothers. (Miss B. Praeger.)
Forth Worth.—The Fair. (Mr. Hall.)
—W. C. Stripling Co. (M. T. Turner.)
Galveston.—Mistrol & Adove.
Houston.—W. C. Munn Co. Inc. (J. H. Hill.)
San Antonio.—Wolff & Marx Co. (A. F. Dugosh.)
—Joske Bros. Co. (Miss D. Schmieding.)

UTAH

Logan.—Shambart Christiansen Co. (Miss Louise Peterson.)
Salt Lake City.—Walker Bros. Dry Goods Co.
—Keith-O'Brien Co. (F. J. Foulger.)

VERMONT

Bellows Falls.—Goodnow Jewett & Bishop. (J. J. Keating.)
Burlington.—Combination Cash Store Co. (A. W. Gorton.)
Montpelier.—The McCuen Store. (Mrs. Pollard.)
Orleans.—The Whipple-French Co.

VIRGINIA

Newport News.—C. S. & J. W. Robinson. (Miss M. T. Blant.)
Norfolk.—Miller, Rhoades & Swartz, Inc. (Wm. Schneer.)
Richmond.—Miller & Rhoades, Inc. (Miss Luella Duzan.)
—The Cohen Co., Inc.
Roanoke.—George MacBain Co. Inc. (A. A. Johnson.)

WASHINGTON

Everett.—The Grand Leader Dry Goods Co. (B. Hodstadter.)
Seattle.—*The Bon Marché.* (W. M. Thorn.)
—Frederick & Nelson. (Miss Gertrude Andrus.)
Spokane.—Kemp & Hebert. (Miss Dyer.)
—Spokane Dry Goods Co. (C. D. Gillette.)
—E. S. Burgan & Son. (Fred McHenry.)
—Palace Store Co. (A. W. Hertzka.)
Tacoma.—Rhodes Bros., Inc. (F. J. LePenske.)
Walla Walla.—Hanger & Thompson. (Mr. Hanger.)

WEST VIRGINIA

Fairmont.—J. M. Hartely & Son. (Mr. Round.)
Huntington.—Deardorff-Sisler Co. (Miss Inez Jordan.)
—Anderson Newcomb Co. (Mr. Ryan.)
Parkersburg.—W. I. Boreman & Co. (Miss L. Kessel.)
Wheeling.—Stone & Thomas. (W. E. Round.)

WISCONSIN

Appleton.—The Pettibone Peabody Co. (H. S. Past.)
Eau Claire.—The Kepler Co. (Miss Margaret E. Kelley.)
La Crosse.—Wm. Doerflinger Co. (Mr. Fielder.)
Marinette.—Lauerman Bros. Co. (Louis Peter.)
Milwaukee.—Ed. Schuster & Co., Inc.
Oshkosh.—The Henderson-Hoyt Co. (Miss G. S. La Moe.)
Sheboygan.—H. C. Prange Co. (Emil Barth.)
Superior.—Lightbody, Wingate Co. (Wm. S. Wingate.)
—Roth Bros. Co. (Miss Margaret Collins.)
Watertown.—Schempf Bros. Co. (Miss Link.)

WYOMING

Sheridan.—Stevens, Fryberger & Co. (Mr. Stevens.)

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Aitchison, Leslie
Engineering steels; an exposition of the properties of steel for engineers and users to secure economy in working and efficiency of result. 427 p. il. pls. (part fold.) O '21 N. Y., Van Nostrand $6 n.

Allison, William
A secret of the sea; front. by Rudolph F. Tandler. 328 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

Applegarth, Margaret Tyson
Next door neighbors; thumbnail sketches from home missions. 160 p. D c. '21 N. Y. & Chic., Revell $1.25 n.

Asquith, Mrs. Margot Tennant
Margot Asquith; an autobiography; two volumes in one; [new ed.] 16+282 p. front. (por.) pors. O [c. '20] N. Y., Doran $4 n.

Babson, Roger Ward
The future of the churches; historic and economic facts. 112 p. D c. '21 N. Y. & Chic., Revell bds. $1 n.

Barclay, Mrs. Florence Louisa Charlesworth [Mrs. Charles W. Barclay]
The life of Florence L. Barclay; a study in personality; by One of her daughters. 306 p. front. (por.) pls. pors. D '21 N. Y., Putnam $3 n.

Bartholomew, John George, and Lyde, L. W.
Supplement [1914] to the School economic atlas. 32 p. maps Q '21 N. Y., Oxford Univ. Press pap. $1.15

Barton, Walter E., and Browning, Carroll W.
Federal income tax laws; correlated and annotated, including the act of 1921. 525 p. O '22 Wash., D. C., John Byrne & Co., 715—14th St. N. W. buck. $10

Bates, Mrs. Margaret Holmes Ernsperger
Browning critiques. 295 p. D c. '21 Chic., The Morris Book Shop, 24 Wabash Ave. $2 n.
Interpretations of the poems of Browning.

Bazin, René François Nicolas Marie
Bazin, récits du temps de la guerre; adapted and ed. by A. Truan; edition authorisée; [with vocabulary.] 126 p. O (Oxford junior French ser.) '21 N. Y., Oxford Univ. Press $1

Beer, Thomas
The fair rewards. 292 p. D [c. '22] N. Y., Knopf $2.50 n.
A story of the American stage, spanning the period from the Frohmans' opening of "The Prisoner of Zenda" to "The Jest."

Bennett, Hugh Garner
Animal proteins. 300 p. O '21 N. Y., Van Nostrand $3.75 n.

Benson, Edwin
Life in a mediaeval city; il. by York in the XVth century. 84 p. fronts. il. D '20 N. Y., Macmillan $2 n.

Boak, Arthur Edward R.
A history of Rome to 565 A. D. 16+444 p. (6¾ p. bibl.) front. (map) maps O c. '21 N. Y., Macmillan $3.25 n.
The author is professor of ancient history, University of Michigan.

Bockmann, Friedrich
Celluloid; its raw material, manufacture, properties and uses; tr. from the 3rd rev. German edition; 2nd ed. rev. and enl. by H. B. Stocks. 196 p. il. O '21 N. Y., Van Nostrand $3 n.

Boyd, Eleanor Herr [Mrs. John Y. Boyd]
How Granny told the Bible stories. 177 p. pls. O [c. '21] N. Y., The Book Stall, 113 Fulton St. $2
Stories for little children of the Old Testament.

Bradby, Godfrey Fox
The way; [the Gospel story.] 40 p. O '21 N. Y., Oxford Univ. Press pap. 70 c.

Aiyangar, S. Krishnaswami
South India and her Muhammadan invaders; with 16 il. and a map; [with geographical notes and an appendix.] 16+258 p. O '21 N. Y., Oxford Univ. Press $6.75

Andrews, Melvin Brainerd
How to work your way through college. 63 p. O c. '21 Greensboro, N. C., [Author] pap. 75 c. n.

Barbee, Lindsey
The story of Gamma phi beta; statistics comp. by Florence Macaulay Ward; photographs collected by Grace Partridge Underhill. 206 p. pls. pors. O [c. '21] Menasha, Wis., Geo. Banta Pub. Co. $1.50 n.

Brooks, Fowler Dell
Changes in mental traits with age determined by annual re-tests. 86 p. (1¾ p. bibl.) tabs. diagrs. O (Contributions to education, no. 116) c. '21 N. Y., Teachers College, Columbia University, 241 W. 120th St. pap. $1.25; $1.60
Partial contents: Mental traits; Status of the subject by age and sex; Sex differences; Current psychological opinion and the results of re-tests.

Bryce, James Bryce, Viscount
The study of American history; being the inaugural lecture of the Sir George Watson chair of American history, literature, and institutions. 118 p. D '22 c. '21-'22 N. Y., Macmillan $1.50 n.
The author deals with the Revolutionary and Civil wars, the constitutional powers of the President and Senate, the influence of immigration upon the American character and the American achievement of personal liberty.

Buck, Arthur Eugene
Budget making; a handbook on the forms and procedure of budget making with special reference to states. 7+234 p. tabs. O c. N. Y., Appleton $3 n.
Partial contents: The budget and its relation to government work; Classification of the budget information; Reviewing and revising the estimates; Business standards and methods needed in carrying out the budget; Administrative organization and the budget.

Burns, Cecil Delisle
The principles of revolution; a study in ideals. 155 p. O '21 N. Y., Oxford Univ. Press $1.75 n.

Burroughs, Prince Emanuel
Building a successful Sunday school. 198 p. D c. '21 N. Y. & Chic., Revell $1.50 n.

Butler, T. Howard
An oil trade calculator for easy conversion of weights to gallons at different specific gravities. 209 p. O '21 N. Y., Van Nostrand $3 n.

Cameron, J. W.
Centrifugal pumps. 150 p. il. O '21 N. Y., Van Nostrand $3.75 n.

Canney, Maurice Arthur
An encyclopedia of religions. 9+397 p. sq. O '21 N. Y., Dutton $10 n.
A reference book containing up-to-date information of the ancient and modern religions, philosophies, folklores and allied subjects.

Carleton, S. *See* **Jones, Susan**

Carver, William Owen
The Bible; a missionary message; a study of ideals and activities. 192 p. D c. '21 N. Y., Revell $1.50 n.

Chambers, Robert William
The slayer of souls. 7+301 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

Clarke, Charles Allen
First fruits in Korea; a story of church beginnings in the Far East. 338 p. il. D c. '21 N. Y. & Chic., Revell $1.75 n.

Coupland, Reginald
The study of the British commonwealth; an inaugural lecture delivered before the University of Oxford on 19 November, 1921. 32 p. O '21 N. Y., Oxford Univ. Press pap. 90 c.

Crane, Arthur Griswald
Education for the disabled in war and industry; army hospital schools: a demonstration for the education of disabled in industry. 83 p. pls. charts tabs. O (Contributions to education, no. 110) c. '21 N. Y., Teachers College, Columbia University $1.75 n.

Dale, G. H. C.
Map reading; with an introd. by Lieut.-Col. E. M. Jack. 170 p. il. fold. pls. maps diagrs. (part fold.) D '21 N. Y., Macmillan $2.50 n.

Dargan, Olive Tilford, and Peterson, Frederick
The flutter of the goldleaf and other plays. 114 p. D c. N. Y., Scribner $1.50 n.
This volume also contains "The Journey," "Everychild," and "Two Doctors at Akragas."

Davis, Lyman Edwyn
Democratic methodism in America; a topical survey of the Methodist Protestant church. 267 p. D c. '21 N. Y. & Chic., Revell $1.50 n.

Day, Holman Francis
The rider of the king log; a romance of the northwest border; with front. by Harold Brett. 499 p. D (Copyright fiction) [c. '19] N. Y., Burt 75 c.

De Forest, Marian
Little women, a comedy in four acts; adapted from the story by Louisa M. Alcott, by arrangement with Jessie Bonstelle. 142 p. pls. D [c. '21] N. Y., S .French pap. 75 c.

Demosthenes
Demosthenes orations; recognovit brevique adnotatione critica instruxit W. Rennie; tomus 2, pars. 2. 12+196 p. O (Oxford classical texts) '21 N. Y., Oxford Univ. Press pap. $1.50; $2 n.

Dickson, Leonard Eugene
First course in the theory of equations. 6+168 p. il. O '21 N. Y., Wiley $1.75 n.

Dobson, Edward
A rudimentary treatise on the manufacture of bricks and tiles; 13th ed. rev. and amplified by Alfred B. Searle. 118 p. il. O '21 N. Y., Van Nostrand $2.75 n.

Brosnan, William J.
Institutiones theologiae naturalis ad usum scholarum accomodatae, auctore Gulielmo J. Brosnan. 10+396 p. O '21 Chic., Loyola Univ. Press, 1076 W. Roosevelt St. $3.50 n.

Burks, Martin Parks
Pleading and practice in actions at common law; 2nd ed., by Carlisle Havelock Morrissett; [Civil procedure—Virginia.] 76+1150 p. O [c. '21] Charlottesville, Va., Surber-Arundale Co., Inc. $15

Church, Arthur Henry
Elementary notes on the Systematy of angiosperms. 72 p. O (Botanical memoirs, no. 11) '21 N. Y., Oxford Univ. Press pap. $1.60 n.
Introduction to the Systematy of Indian trees. 50 p. O (Botanical memoirs, no. 12) '21 N. Y., Oxford Univ. Press pap. $1.15

Dumas, Alexandre
The three musketeers; tr. by William Robson with a letter from Alexandre Dumas, fils, and 250 il. by Maurice Leloir, engraved on wood by J. Huyot. 24+357 p. front. (por.) pls. il. O (Copyright ed.) '22 c. '95 N. Y., Appleton $3 n.

The three musketeers. 398 p. O (The international pocket library) [n. d.] Bost., The Four Seas Co. pap. 25 c.

Dumesny, P., and Noyer, J.
Wood products, distillates and extracts, tr. from the French; 2nd ed., rev. and enlarged by H. B. Stocks. 118 p. il. O '21 N. Y., Van Nostrand $6.50 n.

Dunn, Fannie Wyche
Interest factors in primary reading material. 70 p. tabs. O (Contributions to education, no. 113) c. '21 N. Y., Teachers College, Columbia University pap. $1.25; $1.60 n.
Partial contents: The constitution of primary reading material; The method of the present study, General tendencies of children's reading; Variations in interest and their causes; Adult discernment of children's tastes.

E M F (The) electrical year book for 1922; a complete reference book of the electrical industry; comprises a comprehensive encyclopedia of the electrical industry; a modern, authentic electrical dictionary; a complete, unbiased trade directory of electrical and allied products and their manufacture; 5th annual ed.; ed. by W. T. Watt [and others.] 1000 p. il. O '22 N. Y., Van Nostrand $10 n.

Ewart, Wilfred
Way of revelation; a novel of five years. 534 p. D ['21] N. Y., Putnam $2 n.
A story of England, during and after the war.

Fabre, Jean Henri Casimir
The life of the weevil; tr. by Alexander Teixeira de Mattos. 346 p. D c. N. Y., Dodd, Mead $2.50 n.

Fagley, Frederick L.
Parish evangelism; an outline of a year's program. 121 p. D c. '21 N. Y. & Chic., Revell $1 n.

Farnham, Dwight Thompson
America vs. Europe in industry; a comparison of industrial policies and methods of management. 18+492 p. (3½ p. bibl.) il. diagrs. pls. tabs. O c. '21 N. Y., Ronald Press $4 n.
Partial contents: European and American business methods; Organization; European and American labor; Purchase and storage; Rate-setting and incentives abroad; Personnel direction; Selection and education of employees; Definitions of British labor terms.

Finer, Herman
Foreign governments at work; an introductory study. 84 p. O (The world of to-day ser., v. 24) '21 N. Y., Oxford Univ. Press $1

Folwell, William Watts
A history of Minnesota; in 4 v.; v. 1 [introd. by Solon J. Buck]. 17+533 p. front. pls. maps il. O c. '21 St. Paul, Minn., Minnesota Historical Society apply
This volume deals with the period of beginnings—from the coming of the first white man to the organization of Minnesota as a state in 1857, almost two centuries.

Footner, Hulbert
The woman from "outside" on Swan River. 2+268 p. D [c. '21] N. Y., McCann $1.90 n.

Fowler, Henry Watson
On hyphens and shall and will, should and would in the newspapers of to-day; correspondence, etc., George Saintsbury, Robert Graves, John Sargeaunt. 30 p. O (Society for pure English, tract no. 6) '21 N. Y., Oxford Univ. Press pap. $1.15

Gowing, Sidney
The joy of living. 4+255 p. front. D c. N. Y., Putnam $1.75 n.
A humorous novel of present day England.

Gregg, David, D.D.
A book of remembrance; with biographic sketch. 254 p. il. D c. '21 N. Y. & Chic., Revell $2 n.

Gregg, John Robert
Gregg reporting shortcuts. 348 p. front. (por.) D [c. '22] N. Y., Gregg Pub. Co., 77 Madison Ave. $1.25 n.
For writers of Gregg Shorthand who desire to become reporters, and particularly for those who wish to become court reporters.

Gurnhill, James
Christian philosophy; discussed under the topics of absolute values, creative evolution and religion. 11+100 p. O '21 N. Y., Longmans, Green $2 n.
This volume is a continuation and further development of the author's previous contributions to the study of spiritual philosophy.

Hague Peace Conferences
The proceedings of the Hague peace conferences; tr. of the official texts; conferences of 1899 and 1907; Index volume. 8+272 p. O (Carnegie endowment for international peace) '21 N. Y., Oxford Univ. Press $5 n.
Supplied without additional charge with sets of the Proceedings.

Hammond, Edward K.
Dynamic and static balancing; a treatise on dynamic and static methods of balancing rotating parts, including the application of different types of balancing apparatus. 58 p. il. diagrs. O (Machinery's blue books) '21 N. Y., Industrial Press, 140 Lafayette St. 50 c. n.

Farnell, Lewis Richard
Greek hero cults and ideas of immortality; the Gifford lectures delivered in the University of St. Andrews in the year 1920. 16+434 p. O '21 N. Y., Oxford Univ. Press $7.20

Fiero, James Newton
Particular actions and proceedings in the courts of record of the state of New York under the Civil practice act and Consolidated law; law, practice and forms; 4th ed. by Arthur F. Curtis; [this edition covers the matter formerly treated in Fiero On special actions, 3rd edition, 1908; and Special proceedings, 3rd ed., 1912.]; 3 v. [v. 1-2 ready.] 3000 p. O Albany, N. Y., M. Bender & Co. buck. $30 n.

Harper, William Allen
The church in the present crisis. 272 p. D c. '21 N. Y. & Chic., Revell $1.75 n.

Hartman, Gertrude
The child and his school; an interpretation of elementary education as a social process; [with a bibliography of sources for subject-matter, 56½ p.] 13+248 p. D [c. '22] N. Y., Dutton $3 n.
Partial contents: The scientific basis of education; The significance of childhood; The relations of occupations to the development of social life; The educative process; A call to teachers.

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Tanning materials; with notes on tanning extract manufacture. 189 p. il. O '21 N. Y., Van Nostrand $3.75 n.

Hawtrey, R. G.
The exchequer and control of expenditure. 72 p. O (World of to-day ser., no. 22) '21 N. Y., Oxford Univ. Press pap. $1 n.

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The peacemakers; a tale of love. 10+420 p. D (Copyright fiction) [c. '09-'21] N. Y., Burt 75 c.

Hayes, Stephen Q.
Switching equipment for power control. 470 p. il. O '21 N. Y., McGraw-Hill $4 n.

Hendryx, James Beardsley
Snowdrift: a story of the land of the strong cold. 4+381 p. D c. N. Y., Putnam $1.75 n.
A romance of the barrens "straight north—between the Mackenzie and the Bay," where Snowdrift, waif of the Arctic, Indian bred, bearing a false burden of shame, and Carter Brent, find their happiness among the icy wastes.

Hill, Howard Copeland
Community life and civic problems. 20+528+33 p. front. il. pls. maps O [c. '22] Bost., Ginn $1.40 n.

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The black book; being the full account of how the Book of the betrayers came into the hands of Yorke Norroy, secret agent of the Department of state; compiled from the narrative of Miss Clovis Clarke and other authentic sources, in the archives of the Bureau of Counter-espionage and secret intelligence; front. by Paul Stahr. 7+294 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

Johnston, Allen W.
The Roman Catholic Bible and the Roman Catholic church; with foreword by David James Burrell, D.D. 139 p. D [c. '21] N. Y. & Chic., Revell $1.25 n.

Jones, John Morris
An elementary Welsh grammar; pt. 1, Phonology and accidence. 16+198 p. O '21 N. Y., Oxford Univ. Press $1.35 n.

Jones, Susan Carleton [S. Carleton, pseud.]
The La Chance mine mystery; with front. by George W. Gage. 304 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

Jordan, James B.
Crystallography; a series of nets for the construction of models illustrative of simple crystalline forms. no paging col. pls. Q '21 N. Y., Van Nostrand Co. pap. $1

Kaeppel, J. C. Albert, and Kretzmann, Paul Edward
Soli Deo gloria; [a cantata with German and English text.] 139 p. O '21 St. Louis, Mo., Concordia Pub. House, Jefferson Ave., cor. Miami St. pap. $1.25.

Kelland, Clarence Budington
The little moment of happiness. 400 p. front. D (Copyright fiction) [c. '19] N. Y., Burt 75 c.

Ketchum, Milo Smith
Design of steel mill buildings; 4th ed., completely rewritten and greatly enlarged. 656 p. il., tabs., pls. (part fold.) O '21 N. Y., McGraw-Hill $6 n.

Keynes, John Maynard
The revision of the treaty; a sequel to The economic consequences of the peace. 8+242 p. O c. N. Y., Harcourt, Brace & Co. $2 n.
Partial contents: From the ratification of the Treaty of Versailles to the Second Ultimatum of London; The Reparation bill; The legality of the claim for pensions; Reparation, Inter-Ally debt, and international trade; The revision of the treaty and the settlement of Europe.

Kimball, Everett
State and municipal government in the United States. 10+581 p. tabs. O [c. '22] Bost., Ginn $3 n.
Partial contents: The constitutional basis of state government; The political sysem of the states; Organization and functions of state government; Municipal government.

Kirkpatrick, Henry
Cataract and its treatment. 14+202 p. il. O '21 N. Y., Oxford Univ. Press $3.75 n.

Knox, Sir Alfred
With the Russian army, 1914-1917; being chiefly extracts from the diary of a military attaché; with 58 il., chiefly from photographs taken by the author, and 19 maps; 2 v. 35+760 p. fronts., (pors.) pls., maps, (part fold. in pocket) O '21 N. Y., Dutton $15 n.
A detailed account of the war on the Eastern Front.

Hamilton, Mrs. Margaret Porch
The federal convention, dramatized. 30 p. O [c. '21] Leonia, N. J., [Author], 455 Park Ave. priv. pr. 50 c.

Heath, Sir Thomas Little
A history of Greek mathematics; 2 v.; v. 1, From Thales to Euclid; v. 2, From Aristarchus to Diophantus. 16+446; 12+586 p. diagrs. il. O '21 N. Y., Oxford Univ. Press $17

Heaton, Willis Edgar
The procedure and law of Surrogates' courts of the state of New York; 4th ed., rev. to conform to Surrogates' court act, Civil practice act, Decedents' estate law and all other amendments; 2 v.; v. 1. 1152 p. O '21 Albany, N. Y., M. Bender & Co. buck. $18 n.

Howell, G. C. L.
Ocean research and the great fisheries. 220 p. O '21 N. Y., Oxford Univ. Press $6.25

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The magic and science of jewels and stones; fully il.; 39 specimens in col. and 22 other illustrations. 15+434 p. col., front., diagrs., charts, pls. O c. N. Y., Putnam $4.50 n.
The ideas of the ancients and the moderns in regard to the use of precious stones, analyzing the history and the meaning of various legends, stories, and parables connected with gems. There is an account of the use of jewels as symbols, birthstones, talismans, and stones of fortune, as well as a description of these famous in history.

Kretzmann, Paul Edward
Popular commentary of the Bible; v. 1, The four Gospels and The Acts of the Apostles. 679 p. maps O '21 St. Louis, Mo., Concordia Pub. House buck. $4.50.
This is the first volume of a set of four to comprise the entire Bible.

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Spiritualism among civilised and savage races; a study in anthropology. 13+112 p. front., pls. D '21 N. Y., Macmillan $2 n.
Partial contents: Modern spiritualism and its exponents; Spiritualistic beliefs among European and other civilised races; Spiritualism as a new religion and a new science.

Lee, Sir Sidney Lazarus, ed.
The year's work in English studies; 1919-20; ed. for the English association. 140 p. O '21 N. Y., Oxford Univ. Press $2.70 n.

Lord, Frederick Taylor
Pneumonia. 69 p. D (Harvard health talks 9) c. Cambridge, Mass., Harvard Univ. Press $1 n.
Facts about pneumonia, with suggestions for prevention and treatment, in non-technical terms.

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The Mediterranean traveller. 357 p. il. D c. '21 N. Y. & Chic., Revell $3 n.

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MacConnell, Sara Warder
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A story of love and marriage from the point of view of a woman who scorns jealousy, and knows she must hold her husband by being herself.

McCrea, John
In Flanders fields; [introd. by the Right Rev. William T. Manning, Bishop of New York; illuminated by Ernest Clegg.] no paging col. pls. O '21 N. Y., William E. Rudge, 218 William St. bds. $6 n. [500 copies] bxd.
An elaborately illustrated gift edition designed for memorial purposes.

McMurry, Frank Morton, and Parkins, Almon Ernest
Advanced Geography. 501 p. front., il., pls., plans, tabs. maps (part col.) O c. N. Y., Macmillan $1.20 n.

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Esther and Berenice; two plays. 9+205 p. D c. N. Y., Macmillan $2 n.
Plays from historical sources, with parts which are direct translations from Racine.

Merwin, Samuel
Hills of Han; with front. by Walt Louderback. 365 p. D (Copyright fiction) [c. '19-'20] N. Y., Burt 75 c.

Meynell, Alice Christiana Thompson [Mrs. Wilfred Meynell]
The second person singular and other essays. 140 p. O '21 N. Y., Oxford Univ. Press $2.70 n.

Mills, Adelbert Philo
Materials of construction; their manufacture and properties; 2nd ed. ed. by Harrison W. Hayward. 10+476 p. il. O '22 N. Y., Wiley $4

Minnigerode, Meade
Oh, Susanna!; a romance of the old American merchant marine. 401 p. il. O '22 N. Y., Putnam $1.90 n.
A story of the sea during the early part of the 19th century.

Montgomery, Robert Hiester
Auditing; theory and practice; 3rd ed., rev. and enlarged; in 2 v.; v. 1, General principles. 18+730 p. charts, forms O '22 c. '12-'21 N. Y., Ronald Press $6 n.

Munby, Alan Edward
Laboratories; their planning and fittings. 239 p. il., pls. (part fold.) O '21 N. Y., Van Nostrand $6 n.

Oberg, Erik Valdemar
Shop arithmetic for the machinist; a treatise dealing with common machine-shop and tool-room problems and arithmetical processes; with numerous examples illustrating their practical application and methods of solution. 2+116 p. il., tabs., diagrs. O (Dollar book ser.) '21 N. Y., Industrial Press pap. $1 n.

Massachusetts. Board of Education
Massachusetts independent vocational schools in operation July 1, 1920. 120 p. O (Bull. no. 7, whole no. 116) Bost., Massachusetts Department of Education pap.

Micklem, Philip Arthur
Principles of church organization; with special reference to the Church of England in Australia. 8+150 p. front. O '21 N. Y., Macmillan $2 n.

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Medical side of field work. 7+121 p. il. diagrs. D [c. '20] Indianapolis, Ind., The Rough Notes Co. pap. $1; $1.50

New York. Laws, Statutes, etc.
Bender's penal law and the Code of criminal procedure of the state of New York; with all amendments passed by the Legislature to the end of the regular session of 1921; 13th ed. by John T. Fitzpatrick. 1260 p. O '21 Albany, N. Y., M. Bender & Co. $7.50 n.
Tax laws of the state of New York, being l. 1909, chap. 62, entitled "An act in relation to taxation, constituting chapter sixty of the Consolidated laws" with all amendments to the end of the legislative session of 1921, ed. by John T. Fitzpatrick. 3+314 p. O '21 Albany, N. Y., M. Bender & Co. $3 n.

Niemi, Signa
Mesabi iron range of Minnesota; a bibliography. 18 p. O '20 Eveleth, Minn., Eveleth Pub. Library pap.

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Monasticism and civilization. 9+253 p. (3 p. bibl.) D c. '21 N. Y., P. J. Kenedy $1.75 n.
Partial contents: Monasticism and its development; The Benedictines; Influence of monastic labor on the people; Monastic libraries; The Monks and the evangelization of Europe.

Pearce, Charles E.
A queen of the paddock; a romance of the race course. 251 p. D '21 N. Y., Brentano's, 225 5th Ave. $1.75 n.

Phillpotts, Eden
Pan and the twins; [a novel.] 239 p. D [c. '22] N. Y., Macmillan $1.75 n.
A romance of ancient Rome.

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The beginning of the year in the Middle Ages. 26 p. O (British academy) '21 N. Y., Oxford Univ. Press pap. $1.35.

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Tone relations in painting. 73 p. il. O c. Cambridge, Mass., Harvard Univ. Press pap. $1.50 n.

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The assurance of salvation and other evangelistic addresses. 141 p. D c. '21 N. Y. & Chic., Revell $1.25 n.

Powell, J. U., and Barber, E. A., eds.
New chapters in the history of Greek literature; recent discoveries in Greek poetry and prose of the fourth and following centuries B.C. 12+166 p. O '21 N. Y., Oxford Univ. Press $4.75 n.

Powers, William Louis, and Teeter, T. A. H.
Land drainage for farmers, landowners and students in general agriculture. 8+270 p. il. O (The Wiley agricultural engineering ser.) '22 N. Y., Wiley $2.75 n.

Pryor, Hugh Clark, and Pittman, Marvin Summers
A guide to the teaching of spelling. 11+141 p. (5 p. bibl.) D '21 N. Y., Macmillan $1.10 n.

Rainwater, Clarence Elmer
The play movement in the United States; a study of community recreation. 11+371 p. (10 p. bibl.) tabs., pls., forms D [c. '22] Chic., University of Chicago Press $2.75 n.
A study of play and play-grounds in America.

Rice, Edward Peter
A history of Kanarese literature; 2nd ed. rev. and enlarged; with front. and map. 128 p. O (The heritage of India ser.) '21 N. Y., Oxford Univ. Press $1.15

Rinehart, Mary Roberts [Mrs. Stanley Marshall Rinehart]
A poor wise man. 399 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

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Bowel diseases in the tropics; cholera, dysenteries, liver abscess, and sprue; with 16 il., 50 tabs., 10 pls., 2 charts and 3 diagrs.; [new ed.] two volumes in one. 16+476 p. O '21 N. Y., Oxford Univ. Press $9 n.

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A musical pilgrim's progress; with a preface by Ernest Walker. 12+94 p. O '21 N. Y., Oxford Univ. Press $2.25 n.

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The place of the elementary calculus in the senior high-school mathematics and suggestions for a modern presentation of the subject. 7+80 p. diagrs., charts O (Contributions to education, no. 117) c. '21 N. Y., Teachers College, Columbia University pap. $1.25; $1.60 n.

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The princess far-away; a romantic tragedy in four acts; tr. into English verse by Anna Emilia Bagstad. 97 p. D [c. '21] Bost., Badger $1.75 n.
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A story of a young school-boy, who refused to report his chum. This led to misunderstandings, and discredited him in the eyes of his priest but tho ousted from the foot-ball team, he fought his moral battle to the end.

O'Byrne, Joseph Francis
A lawn without dandelions. 12 p. O c. '21 Golden, Col., Foss Drug Co. pap. 25 c.

Pacific Mutual Life Insurance Company, of California
Efficiency; Pacific mutual school for salesmen; course of instruction. 209 p. il. O [c. '21] Los Angeles, Cal., Pacific Mutual Life Insurance Co. priv. pr.

Pierson, Ward Wright, and Callender, Clarence Newell
Selected cases on contracts, arranged for the use of students of business law; 7th ed. 12+334 p. O '21 Phil., Moore, Rettew & Budenz, 607 Sansom St. $2.50

Pyle, William Henry
A manual for the mental and physical examination of school children; [rev. ed.] 39 p. tabs. diagrs. O (Bull. v. 21, no. 12; Extension ser. 29) '20 Columbia, Mo., The University of Missouri pap. gratis.

Scrymsour, Ella
The perfect world; a romance of strange people and strange places. 316 p. D [c. '22] N. Y., Stokes $1.75 n.
A tale of adventure and mystery which has to do with a deadly scientific invention of a race of "underfolk," who are hostile to all human beings.

Saunders, J. Roscoe
The Chinese as they are. 176 p. D c. '21 N. Y., Revell $1.50 n.

Shelby, Annie Blanche, comp.
The lullaby book; or, Mothers' love songs front. [in col.] by Jessie Willcox Smith. 15+183 p. O c. '21 N. Y., Duffield $1.75 n.
Poems by Father Tabb, Alfred Noyes, Fiona Macleod, Celia Thaxter, Christopher Morley, Fred Emerson Brooks, Eugene Field, Samuel Lover, Paul Lawrence Dunbar, Harriet Monroe, Richard Wightman and others.

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The doctrinal test; a discussion of the constitutionality of one of the questions required to be asked of candidates seeking admission to the Methodist Episcopal church. 254 p. D [c. '22] N. Y. & Cin., Methodist Bk. Concern, 156 5th Ave. $1.50 n.

Shirk, Christian, D.D.
Twelve live-wire questions in religious dynamics. 112 p. D c. '21 N. Y. & Chic., Revell $1 n.

Smith, C. Ernest, D. D., comp.
Altar devotions; a manual of self-examination, prayer and praise for the blessed sacrament [new ed.] 12+78 p. Tt '22 c. '08 N. Y., Longmans, Green 50 c. n.

Smith, George McPhail
A course of instruction in quantitative chemical analysis for beginning students; with explanatory notes, questions and analytical problems; rev. ed. 10+218 p. il., tabs. O '21 N. Y., Macmillan $2.25 n.
Formerly published under title "An introductory course in quantitative chemical analysis" in 1919.

Smith, Stevenson, and Guthrie, Edwin R.
General psychology in terms of behavior. 12+270 p. (3¼ p. bibl.) il., diagrs. O c. '21 N. Y., Appleton $2.50 n.
A book for the layman, giving the reader an explanation of his own conduct and that of his fellows.

Sprigge, Samuel Squire
Physic and fiction; [discussions of medical questions.] 307 p. O '21 N. Y., Oxford Univ. Press $3.50

Spyri, Frau Johanna Heusser
Erick and Sally; tr. by Helene H. Boll. 11+173 p. front. (por.) D [c. '21] Bost., The Beacon Press $1.50 n.
The story of Rico; tr. by Helene H. Boll. 11+163 p. col. front., col. pls. D [c. '21] Bost., The Beacon Press, 25 Beacon St. $1.50 n.
Two stories for children from 10 to 14 years.

Steel, Samuel A.
The modern theory of the Bible. 146 p. D [c. '21] N. Y. & Chic., Revell $1.25 n.

Steiner, Edward Alfred
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Intervention in international law; [with a bibliography of intervention, 2 p.] 8+558 p. O '21 Wash., D. C., John Byrne & Co., 715 14th St. N. W. $4

Strong, Archibald T.
A short history of English literature. 12+404 p. O '21 N. Y., Oxford Univ. Press $3.85 n.

Taft, Henry Waters
Japan and the Far East conference. 7+75 p. D c. '21 N. Y., Macmillan $1 n.

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Fellowship with God. 8+243 p. D '20 N. Y., Macmillan $2.40 n.

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A story of adventure and mystery of Northern California.

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The psychology of arithmetic. 16+314 p. (8½ p. bibl.) tabs., diagrs. O (The psychology of the elementary school subjects) c. N. Y., Macmillan $2 n.
Partial contents: The nature of arithmetical abilities; The psychology of drill in arithmetic: the strength of bonds; The sequence of topics: the order of formation of bonds; The psychology of thinking: abstract ideas and general notions in arithmetic; The conditions of learning; Individual differences.

Toops, Herbert Anderson
Trade tests in education. 118 p. (2½ p. bibl.) tabs. O (Contributions to education, no. 115) c. '21) N. Y., Teachers College, Columbia University pap. $1.50; $2 n.
Partial contents. The value and uses of trade tests; Tests of trade proficiency or success and their adaptation to school work; Tests of trade capacity and results of the evaluation of their use in a trade school.

Voelker, Paul Frederick
The function of ideals and attitudes in social education. 126 p. tabs. O (Contributions to education, no. 112) c. '21 N. Y., Teachers College, Columbia University pap. $1.35; $1.85 n.

Westerfield, Ray Bert
Banking principles and practice; in 5 v.; v. 1, Elements of money, credit, and banking; v. 2, The banking system of the United States; v. 3, Domestic banking-cash and deposit operations; v. 4, Domestic banking-earning assets; v. 5, The foreign division. 1370 p. forms O c. '21 N. Y., Ronald Press $12 n. set [not sold separately]

Woodhouse, Thomas
The handicraft art of weaving. 12+166 p. il. O (Oxford technical manuals) '21 N. Y., Oxford Univ. Press $2.10

Wormald, Tom
The blacksmith's pocket book. 95 p. il. O '21 N. Y., Van Nostrand $2 n.

Zipser, Julius
Textile raw materials and their conversion into yarns; the study of the raw materials and the technology of the spinning process tr. from the German; 2nd ed. rev. and partly rewritten by D. T. Nisbet. 488 p. il. O '21 N. Y., Van Nostrand $5 n.

Rare Books, Autographs and Prints

UNSOLD or returned books of the Henry Huth collection, numbering 232 lots, will be sold at Sotheby's in London February 27.

Hitherto unpublished chapters from the "Autobiography" of Mark Twain are now appearing in *Harper's Magazine*. Selections were printed in the *North American Review* in 1906 and 1907 but the greater portion of the manuscript remained unpublished.

Another important Dickens collection, that of William Glyde Wilkins of Pittsburgh, rich in first editions and Dickensiana of every description, will be sold at the Anderson Galleries, February 13 and 14. Mr. Wilkins has been one of the most enthusiastic and constant of American Dickens collectors and the gathering that he has made has never been surpassed in general interest.

The Harvard University Corporation has passed a resolution opposing the book schedule of the Fordney Tariff Bill and has forwarded the same to Chairman Fordney. The resolution states that in the opinion of the corporation the proposal would "seriously handicap American libraries, teachers and men of science and would accomplish no useful purpose commensurate with the harm done to American scholarship."

The next booksale at the American Art Galleries will be held on February 27 when the collection of colonial and constitutional laws from the library of Russell Benedict, justice of the supreme court of New York, will be dispersed. This collection not only contains some very rare lots of colonial New York laws but of the other original thirteen colonies as well. It is said to be one of the most important collections of its kind in this country.

Among the various commemorations of the sixth centenary of Dante's death in Europe, the most important was that held by the Laurentian Library at Florence. Here were seven rooms filled with the rarest known manuscripts, first and early editions, translations, author's letters and manuscripts and personal relics of the great Italian poet. This library alone contains 180 early manuscripts of Dante's writings or of books relating to him. To these manuscripts and other material were added loans from private collections and other well-known libraries in Italy. Some Dante scholars who went to Florence especially to see this exhibition have written with the greatest enthusiasm about it.

Not since Walter T. Wallace was gathering his important library a decade ago and personally attending the auctions and doing his own bidding, has another collector followed the same course to the extent that William R. Hearst is now doing. George G. Smith, it will be remembered, made Mr. Wallace pay very high prices for many of his books. But times have greatly changed since those days. There has been no indication that the trade has resented Mr. Hearst's independent buying. Of course Mr. Hearst has paid pretty well for some of his books but this was because he is always buying the best and when he wants a lot he is quite willing to pay for it. Mr. Hearst seems to enjoy the sport very much and he adds a picturesque and dramatic element to the sales he attends that makes him doubly welcome to those who attend for the entertainment that they can get out of them.

The Ruskin collection of Charles E. Goodspeed, the Boston rare book dealer, the result of many years of painstaking search, consisting of first and other editions of interest and importance and a vast amount of Ruskiniana, said to be the most extensive in this country and probably not surpassed by any in England with the possible exception of that belonging to Sir Alexander Wedderburn, has been presented to the Wellesley College Libary. This library has also received important gifts from Prof. George Herbert Palmer of his Tennyson and Browning collections consisting of first and rare editions, complete in the case of Tennyson, and also in that of Robert and Elizabeth Barrett Browning with the exception of "Pauline." Both include manuscripts of great value; in the one case, the still unpublished love letters of Arthur Hallam to Emily Tennyson, and, in the other, the original manuscript of "Aurora Leigh," corrected and interlined and annotated so as to be almost undecipherable.

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Hermann Mann, The Female Review, 1797.
E. F. Benson, Up and Down.
Florence Morse Kingsley, Prisoners of the Sea.
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H. L. Mencken, All Firsts.

Wm. H. Allen, 3417 Walnut St., Philadelphia, Pa.

Britannica, latest ed., thick paper, cloth.
Matthews, Getting on in the World.
Pennell, Joseph, Anything, written or illustrated by him.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Lectures on History of the Nineteenth Century, Kirkpatrick.
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Complete set Biblical Illustrator.
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The Christian Pastor, Gladden.

American News Co., Inc., 9 Park Place, New York, N. Y.

Glasgow, Virginia, pub. by Doubleday, Page & Co.

American Photographic Publishing Co., 428 Newbury St., Boston 17, Mass.

Marshall, Life of Washington, 1804, preferably uncut.
Walker, Beauty in Woman, early edition.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Editions of Shakespeare.
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Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.

Page, Geneology of the Page Family in Virginia.
Hurd, Principles of City Land Values.
Crelles, Calculating Chart, Rand McNally.
Mawson, Art and Craft of Garden Making.

Arcade Book Shop—Continued

Mawson, Civic Art.
Bucke, Cosmic Consciousness.
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Dixon and Lee, Romance of Formosa, Thompson Pub. Co.

Wm. M. Bains, 1213 Market St., Philadelphia, Pa.

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Hall's British Ballads.
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Set of World Book.
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The Baker & Taylor Co., 353 Fourth Ave., New York, N. Y.

Playtime Book, Old Rhymes and Tunes by Perkins.
Gentle Measures in the Training of the Young, Abbott.

Wm. Ballantyne & Sons, 1409 F Street Northwest, Washington, D. C.

Holland, Good Friday.
Ridgeway, Thoughts for Good Friday.
Grand, Heavenly Twins.
Poems of Col. Joyce.
The Great Work, J. K.
Harmonics of Evolution, edited by Florence Huntley, both published by Indo-American Book Co.

J. E. Banks, Ambridge, Pa.

Memory and Executive Mind, Robinson, 7 copies.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

My Life on the Plains, Custer.

Bender's Book Store, 84 Fourth Ave., New York, N. Y.

Britten, Old Clocks and Watches.
Hunter, Stiegel Glass.
Fletcher, History Architecture.

W. Beyer, 207 Fulton St., New York, N. Y.

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Musset, Confessions.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

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American Journal of Physiology, complete set.
Archko Volume.
Life of E. A. Poe, Woodberry, 2 vols.
Chemical Abstracts, 1912-1921.
Chemical Abstracs, complete set.

Bobbs-Merrill Co., Indianapolis, Ind.

The Challenge, Warren Cheney.

The Book Shelf, 112 Garfield Pl., West, Cincinnati, O.

History of England, Lingard, unabridged edition.
Imperial Orgy. Saltus, first edition.
Judaism as Creed and Life, Morris Joseph, pub. by Macmillan.
Agamennon, translated by E. Fitzgerald.
Arabian Nights, Houseman, illus. by Dulac, pub. by Doran, 2 copies.
History of the Decline and Fall of the Roman Empire, Gibbon, edited by J. B. Bury.
Henry Adams, History of The United States.
Gentlewoman's Housewifery, Hooker, Dodd, Mead & Co.
Antiquity of Man in Europe, Geikie, Van Nostrand Co.
Letters to Dead Authors, Andrew Lang, Scribner.
Westminster Abbey and the King's Craftsmen, Lethaby, Dutton.
Handbook of Modern French Painting, Eaton, Dodd, Mead Co.
Reformation and Renaissance, J. M. Stone.

E. P. Boyer, Bourse Bldg., Philadelphia, Pa.

Jomini, Napoleon, 4 vols., and Atlas.
Foy, War in Peninsula.

Brentano's, Fifth Ave. and 27th St., New York City

Works of Philo-Judeas.
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History of The Talmud, 2 vols. in 1.
Fishing with the Fly, Chas. F. Orris, pub. by J. J. Little.
John Inglesant Gentleman, 3 vol. edition.
Opinion Shop, Davenport.
Savarin's Book of Gastronomy.
The Indians of Norh America, Drake.
Two Years in the Forbidden City.
The Golden Threads of Life.
Secret of the Vatican, D. B. W. Sladen.
Mrs. Mary Suart Young, Griffin.
Chevreul's On the Theory of Color.
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American Plate.
Wallace on Old London Silver.
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Art for Life's Sake.
Game of Hazard Investigated, George Loubut.
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Chance and Luck, R. A. Proctor.
Ceramics, Solon.
Porcelain, Edw. Dillon.
What Mazie Knew.
Awkward Age.
Influence of Wealh in Imperial Rome, W. S. Davis.
Key to the Hebrew Egyptian Mystery in the Source of Measure originating the British Inch and the Ancient Cubic, etc., J. Ralston Skinner.
Hunting and Fishing in Florida, C. B. Corey.
The Horoscope, Dumas, Library ed., pub. Little, Brown Co.
Olympe de Cleves, Dumas, Library ed., pub. Little, Brown Co.
Chevalier de Maison Rouge, Dumas, Library ed., pub. Little, Brown Co.
Black Tulip, Dumas, Library ed., pub. Little, Brown Co.
Giants Strength.
Let No Man Put Asunder.
The Steps of Honour.
The Silent Battle.
The Mystery of Coombee. Conan Doyle.
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The Gunmaker of Moscow, Sylvanus Cobb.

Brentano's—Continued

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Luther's Primary Works, Ed. Wace & Buchhein.
Book published after the World's Fair at Chicago, 1879, or thereabouts containing the Addresses of the Representative of all the Congress of Religions.
Everything About Dogs, Eberhart.
Bride of the Nile.
Flame and Gas in Modern Warfare, Auld.
Taste of Apples.
Jules Verne, a Two Years Vacation.
Woman Beautiful.
Life of Philip and Alexander, Hogarth.
History of Dancing, Veullier.
Pocket Medical Formulary, Saunders.
Treatise on Theory of Solutions, Whetham.
The Follies of Science in the Court of Rudolph the Second, H. C. Bolton.
Pedigree of Man, Annie Besant.
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Long Trick.
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Men of Letters, Dixon Scott.
Cavalry Drill Regulations.
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The Faith of a Fanatic, Allen & Unwin.
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After Wild Sheep in the Altar and Mongolia, E. Demidoff.
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Italian Fantasies, Zangwill.
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Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Wells, In the Days of the Comet.
Yale Lectures on Preaching, Phillips Brooks.
Children's Bread, by Park.

M. H. Briggs, 5113 Kimbark Ave., Chicago, Ill.

Anderson, Sherwood, Windy McPherson's Son, 1916.
Anderson, Sherwood, Mid-Western Chants, 1918.
Conrad, Joseph. first editions.
Hergesheimer, First editions.
Trevena, John, any titles.
Wharton, Edith, Decoration of Houses, 1897.
Wharton, Edith, First editions.
Wilson, Woodrow, First editions, autographs.
Catalogues Americana and First editions.
References, A. H. Clark, Cleve. Smith Book Co., Cinci., Gotham.
Schulte, N. Y. Cont. and Commercial Bank, Chicago, La Salle Extension Univ., Chicago, etc.

Alexander Brunton, 54 Hanover St., Edinburgh, Scotland

Treadwell's Chinese Art Motive. Putnams.
Cram's Books on Japanese Architecture.

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Sizer and Drayton, Heads and Faces.
Groos, Play of Man.

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Geo. M. Chandler, 75 E. Van Buren St., Chicago, Ill.

Fetis, On the Violin.
Davis, Waiting for the Verdict.
Butler, Ellis P., Water Goats, etc.
Burroughs, Whitman, Poet and Person, 1867.
Hergesheimer, Lay Anthony, first ed.
Donnes Letters, ed. by Gosse.
Trevelyan, Scenes from Italy's War.
Century Magazine, March, 1921.
Melville, J. G. Whyte, Works, Complete, Thacker, London.
Perkins, S. G., Insurrection of St. Domingo 1886.
Cervantes, Exemplary Novels.
Life and Sport on the North Shore.
Burton, Arabian Nights, Denver ed., 17 vols.
Forlong, Rivers of Life, 2 vols., and atlas.
Drews and others, The Historical Christ, Open Court.
Drews, The Christ Myth, Open Court.
Smith, Eccè Deus, Primitive Christianity, Open Court.
Whitney, On the Circuit with Lincoln.
Lincoln's Works, 12 vols., Tandys ed.
Lincoln's Works, 8 vols., Lapsley's ed.
Ouspenski, Tertium-Organum, Manas Press.
Thompson, City of Dreadful Night.
Shedd, Famous Painters and Paintings.
Dwight, Travels in New England, 4 vols.
De Lima, Reminiscences of Roosevelt.
Wilbur, Theodore Roosevelt, A Verse Sequence.
Hagedorn, Americanism of Roosevelt.
White, Political Adv. of Theodore and Me.
Morris, The Flag of Our Union.
Green, Francis N., The Flag.
Abbott, Dramatic Story of Old Glory.
Green, Shakespeare and the Emblem Writers.
McLeod, Shakespeare Story Book.
Booth, Acrostic Signatures of Shakespeare.
Guzot, Shakespeare and His Time.
Morgan, Venus & Adonis, N. Y., 1885.
Scott, Temple, Pleasure of Reading.
Papers of N. Y., Shakespeare Soc., No. 2.
Dobson, Horace Walpole, Large Paper.
Hamilton, Men and Manners in America.
Peck, Kingdom of Light, 3 copies.
Jay, John, Writings, 4 vols., Putnam.
Iowa History of, 4 vols.

City Bookstore, East Liberty St., Wooster, Ohio

Guide to Gothic Architecture, Bumps.

City Library, Springfield, Mass.

Banfield, Confessions of a Beach Comber, Appleton.
Banfield, My Tropical Isle, Outing.
Banfield, Tropic Days, Brentano.
Ruffini, Dr. Antonio.

The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Collins, Hist. of Ky., 2 vols.
Tauchnitz, French Dictionary, Leipzig.
Chronicles of Amer., ed. by A. Johnson, 50 vols.
Smith, Book of Great Railway Celebrations of 1857.
M'Lean, 25 Years Service in Hudson's Bay Territory, 2 vols.
Amer. Hist. Assn., 1892, 1893.
Ill. Hist. Library Collections, vols. 1 and 4.
Clodd, Childhood of World.
Dickinson (Emily); Field (Eugene); Webster (Noah); Wright (Silas, Jr.); Bianchi (Madame); Vorse (Mary Heaton); Wattles (Willard); Frost (Robt.); Genung (John F.); Anything by or relating to.
Lawrence, Rainbow.
Howells, Recollections of Life in Ohio, 1813-1840.
Wright, Southern Girl in '61.
Cannon, Personal Reminiscences of Rebellion, 1861-66.
Engineering News (N. Y.) Jl. of Civil Eng. and Const., vols. 1-22.
Jameson, Sketches in Canada and Rambles Among Red Men, 1857.
Holmes, O. W., Any items, first edns.
Holmes, Puerperal Fever, first edn.
Hats, Their Hist., Manufacture, etc., any books, pamphlets or periodicals thereon.
Ball, Earth's Beginning.

The Arthur H. Clark Co.—Continued

Darwin, Geo. H., Tides, London, Murray, 1911.
Tanner, John, Narrative of Captivity, ed. by James, N. Y., 1830.
Stith, Hist. of Virginia.
Beverly, Hist. of Virginia, 1850.
Marine, Any items on.
Phillips, Susan Lenox, 2 vols., first edn.
McGuffey's Readers, 1st, 2nd and 4th, 1885 edn. only.
Open Court, vols. 1-3.
Cannon, Round the Corner.
Hale, We Discover the Old Dominion.
Southwestern Reporter, set.
Irvine, From the Bottom Up.
Goodrich, Primary Hist. of U. S.
Arthur, Etymological Dictionary of Family and Christian Names.
Lewis, Where Men Grew Tall, American Patrician.
Hunt's Merchants Mag., vols. 47 to 59.

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Barrett, Short Story Writing.
Gibbon, Mexico Under Carranza.
Johnstone, Modern Tendencies and Old Standards in Musical Art.
Lewes, On Actors and the Art of Acting.
Patten, Short Story Classics, Foreign and American, pub. by Collier.
Robertson, T. W., David Garrick, a comedy.
Williams, An American Town.
Lincoln's Writings, ed. by Lapsley, first ed.
Bordeaux, Georges Guynemer, Knight of the Air.
Harmonic Series, as follows: Great Work, by T. K.; Great Psychological Crime; Harmonics of Evolution.
Mitchell, Reveries of a Bachelor, first ed.
Springer, Grumble Hall, A story of farm life near Creston, O.
Library of Wit and Humor, ed. by Spofford and Shapley.
Wisconsin Magazine of History, Complete set; also odd nos. as follows: vol. 2, no. 1; vol. 3, nos. 2 and 3; vol. 4, nos. 1 and 2; vols. 5, no. 1.
Wisconsin History Commission's Reprints and Original Papers, 8 vols.
Butler's History of Kentucky, 1836.

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Brown, David Paul, The Forum.

The College Book Store, Lagonda Bank Bldg., Springfeld, O.

The Commentaries of Lange, Matthew Henry, Clark, Ellicott, Meyer.
Expositor's Bible.
Practical Encyclopaedia, by Funk & Wagnalls.

Columbia University Library, New York City

McCarthy, J. H., Flower of France.
Matheson, Annie, Story of a Brave Child, Nelson.
Robinson, Mary, Medieaval Garner.
Catherword, Days of Jeanne d'Arc, Century.
Dukes, Ashley, Modern Dramatists, 1912, Sergel.
Hobson, C. K., Export of Capital, 1914.

Columbia University Press Bookstore, 2960 Broadway, New York City

Ensor, Modern Socialism.
Nietzsche, Power to Will, trs. Ludovici.
Rose, Development of European Nations, O. S.
Lane, Poole, Mohammedian Dynasties.
Huart, Konia, in French.
Langlois & Seignobos, Intr. to Study of History, 12 copies.

Cossitt Library, Memphis, Tenn.

Stephenson, Elizabethan People.

T. O. Cramer's Book Store, 1321 Grand Ave., Kansas City, Mo.

The Celebrated Madame Campan, Violet M. Montagu.

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James, Turn of the Screw.

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Like English Gentlemen, a story of Capt. Scott.
Yoakum's Texas.
Conquering the Wilderness, St. Louis, 1858.
Hunneker, Painted Veils.
Heyking, Letters that Never Reached Him, Dutton.
My Mamie Rose, Rebound or Regular.
Magic Mirror, Notredam, pub. Stokes.
Treasures of a Palmer's Scrip, Curle.
Christian Science, a religious belief, B. O. Flower.

Dixie Business Book Shop, 140 Greenwich St., New York, N. Y.
The Great Rebellion, Headley, vol. 2.

James F. Drake, Inc., 4 West Fortieth St., New York, N. Y.
Beerbohm, Seven Men, first ed.
Clemens, Literary Guillotine, first ed.
Clemens, Mysterious Stranger, first ed.
Conrad, Chance, New York, 1913.
Dreicer, Life Art and America, first ed.
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Dreicer, Twelve Men, first ed.
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Chap Book No. 1.

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Southall, Treatise on Geometrical Optics.
Golden Horse Shoes, Elizabeth H. Mitchell.
Mrs. Overtheway's Rememberance, by Mrs. Ewing, For the Promotion of Christian Knowledge Society edition.

H. & W. B. Drew Co., I. W., Dept. B, Jacksonville, Fla.
Hound of the Baskerville, Doyle.

E. P. Dutton & Co., 681 Fifth Ave. New York City
Andrews, William Loring, An English 19th Century Sportsman.
Alexander, Mrs., Wooing 'ot; Her Dearest Foe.
Baldwin, J. M., The Individual and Society.
Bradley, Our Indians.
Broughton, Belinda; Good-by Sweetheart and Red as a Rose is She.
Cabell, Eagles Shadow, first ed.
Conway, Hugh, Called Back.
Dibdin, Bibliographical Decameron, Picturesque Tour in France and Germany.
Edwards, Dictionary of Thoughts.
Ingram, True Chatterton, pub. 1910.
Knickerbocker Gallery, The.
Masson, D., Chatterton, pub. 1901.
Lombroso, After Death.
Oliphant, Stories of Seen and Unseen.
Russell, C. E., Thomas Chatterton, pub. 1908.
Stevenson, Thistle edition, vols. 25 and 26, Life; vol. 27, New Letters.
Stockton, The Magic Egg.
Tarde, G., Laws of Imitation.
Twain, Mark, Works, Edition De Luxe, vols. 3, 4, 5, 9, 12, 13, 16 and 23.
Treves, Other Side Lantern.
Warden, Florence, House on the Marsh.
Weyman, Under the Red Robe; Story of Francis Cludde.
Wilkes, G., The History of Oregon, N. Y., 1845.
Wimberley, A. T., Study in Black and White.
Wiers-Jeussen, H., Anne Pedersdotter, Boston, 1917.

Edw. Eberstadt, 25 W. 42nd St., New York, N. Y.
Boston Review, vols. 5 and 6, 1865-6.

Edward Eberstadt—Continued
California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

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Ervine, Jane Clegg.
Flight of a Mouse.
Conan Doyle, The Last Galley.
Nature's Finer Forces, Rama Prasad.
Billiard Angles, McCleary.
South African Game, Drummond.
Psychology, by Munsterberg.
Rock Gardening for Amateurs, by Thomas.
Weeping Cross, H. L. Stuart.

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Spalding's Baseball Guide, '77-'82, '91, '93, '94, '96-'98, '00, '05.
Spalding's Football Guide, '92-'94, '97-'99, '01, '04-'06, '08.
Spalding's Baseball Record, '09.
Reach's Baseball Guide, '83-'86, '90-'06.
New York Clipper Annual, '74-'79, '83 and '99.

Geo. Engelke, 855 North Clark St., Chicago, Ill. [Cash.]
Faust and Tragedy, B. Taylor, Boston, 1871, vol. 1 only, 4to.
Journeys Through Bookland, vol. 4, gray cloth.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago
Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language Crytography. Ancient Symbolic Steganography Signs, and other unusual characters in writing.

William C. Ferguson, 37 Atlantic Ave., Hempstead, N. Y.
Recollections of William Fenaughty, Elephant Hunter.

H. G. Fiedler, 18 Vesey St., New York City
Fifty Years of Darwinism.
Ritter, Unity of Organisms.
Wright, Petrograph. Microsc. Research.
Moore, Origin of Life.
Brooks, Foundation of Zoology.
Underwood, Moulds, Mildews, Mushrooms.
U. S. Pharmacopoea, 1840, 1850, 1860, 1870, 1880, 1890,
Bent, Diving Birds.
Bent, North Am. Gulls and Terns.
Findley, Physical Chemistry.
Rowley, Taxidermy, 1918.
Meek, U. S. Geolog. Survey of Nebraska, 1872.
Cowan, Curious Facts in the Hist. of Insects.
Jordan and Evermann, Fishes of N. Am., 4 vols.
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Naional Geographic Magazine, prior to 1904.
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Sheldon Magazine, Sidney O., 1855-7.
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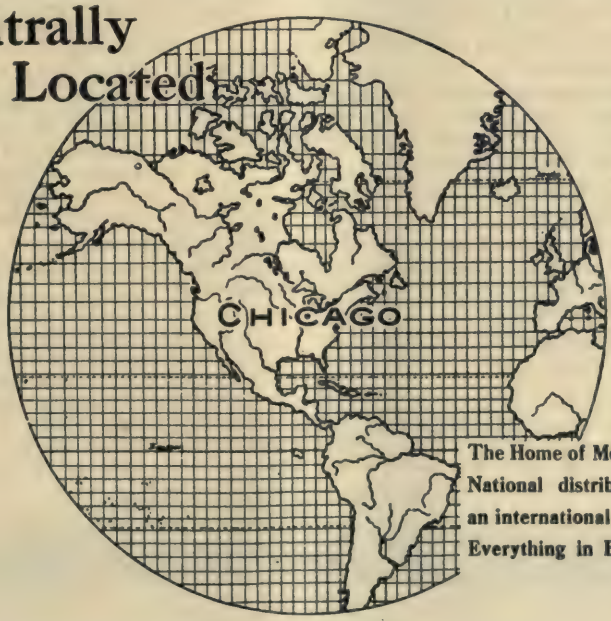

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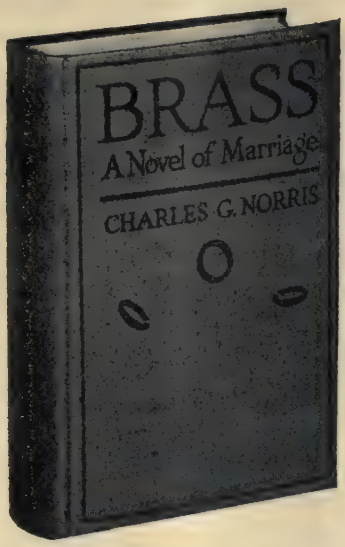

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THE Publishers' Weekly

The American Book Trade Journal

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Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones 6-8, $6.50; Foreign, $7.00.
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VOL. CI. NEW YORK, FEBRUARY 18, 1922 No. 7

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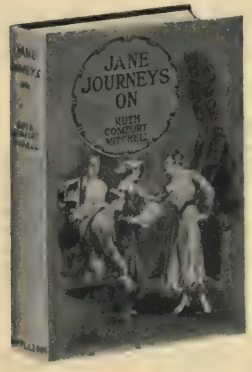

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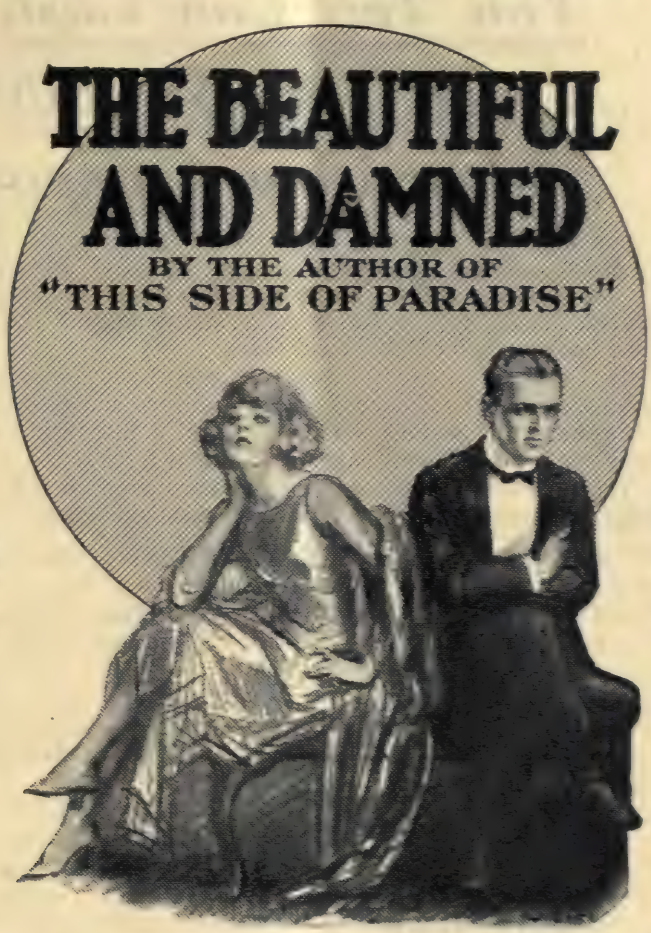

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An International Magazine

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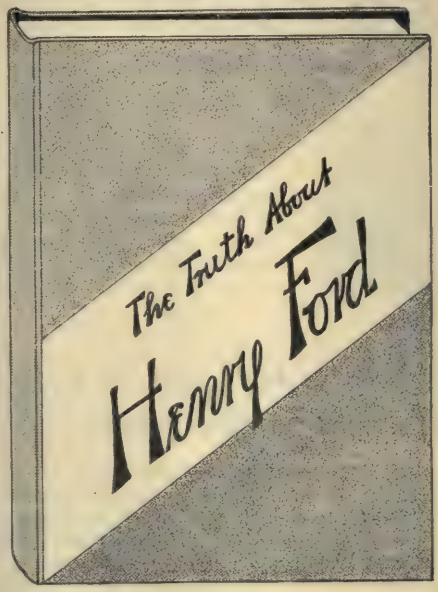

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PUBLISHERS CHICAGO

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

February 18, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Truth in Advertising

THE week of Washington's birthday, is as appropriate a time for the emphasis on Truth, as Franklin's birthday is for an emphasis on Thrift, and that section of the Advertising Clubs of America which is devoted to the truth movement in advertising and which is represented by the Better Business Bureaus in thirty-seven of the larger cities of the country will hold a convention at the quarters of the Advertising Club of St. Louis. Nothing that the advertising organizations of the country have ever done has been more fundamentally important to the growth of advertising and more nobly conceived in its future effect. The men who have planted the seed and nurtured the idea deserve all possible credit. The business men who have supported these Better Business Bureaus in the laborious and expensive work of bettering advertising conditions deserve all credit.

In the book field there has been no special organization for examining into advertising conditions, but the need of high standards in this respect is thoroly appreciated. Retail booksellers who have any conception of their responsibility do not now advertise books as being marked down from purely nominal list prices. One line of chain stores that used to display regularly "$4 dictionaries for $1.50" now does a good business in these dictionaries at $1.50 without the other mention. The old habit of reprinting subscription sets and using as a list price for advertising, the figure which was attached to the original and more careful printing has largely subsided. Some old de luxe sets may be advertised from $3.50 to $1 per volume, but this would be the actual truth of the case and not an artificial figure. List prices, when they are correct list prices, are the accurate way of indicating editions. There was a time when reprint fiction was often advertised as being "fiction of the regular $1.50 character for 75c." This was in a way the truth, but the deceptive character of the statement has caused it to be dropped. Reprint fiction is a good buy at 75c without suggesting that it is the same thing as the new current fiction.

Publishers' figures as to the total editions are often questioned as not in accordance with standards of advertising practice. Not always is the total number of sales used in advertising, but when used there is usually little reason to question their accuracy. Any publisher who would print false figures in an endeavor to indicate the popularity of his book is doing his own business a poor service. The fact that the public has a very hazy idea as to what constitutes a good sale of a book leads a good many publishers to indicate the progress of sales by editions, and in this there often seems to be an effort to carry the impression of larger sales than are actually the case. Just what an edition is, no one can really say. If, on a popular book, the number of times the book is actually put back on the press is stated in the advertising, this is an item of real value in indicating the public demand.

Publishers are also questioned for book descriptions used on some jackets. In this field, however, we are getting into the very debatable ground of taste. The publisher trying to indicate the character of his book to an unknown audience which may read the jacket cannot always word his brief statement so that it will give the correct impression to every reader. The common word, "blurb," has come into frequent use because of over-statements that have often occurred in the case of new books, and healthy ridicule is the best cure for this type of over-statement when it occurs.

The book-trade should give all interest and support to advertisers who are emphasizing the importance of Truth in Advertising, and everyone who wishes to make his profession a gainer from his work should do his part to keep book-trade methods above criticism.

Stating Prices Right

SINCE printing an editorial on honest advertising in books, we have had called to our attention the circular sent out in connection with the selling of the *Review of Reviews* plus "The Outline of History" at $6.50.

The people in the trade can interpret this circular. Can the average reader understand it? The circular reads in part:

"An offer we can never make again—'The Outline of History' at one-third the original price. Think of it, a discount of sixty-seven percent from the price that 250,000 people have already paid . . . Voluntarily Wells slashed his royalties eighty-five percent and entered into a contract with the *Review of Reviews* by which a new edition—exactly the same as the first except that it is in one volume and has his own revisions—can be offered to you at a fraction of the price of the first . . . Wells' marvelous history at the price of $3.50 and a year's subscription to the *Review of Reviews* at its regular price of $4, both $7.50 in monthly payments or $6.50 in cash. . . . By a fortunate arrangement we can offer it in full leather at a lower price than cloth binding would have cost you a year ago, $9.50 in cash, when taken with the *Review of Reviews*.

It may be that it is fair to refer to the one volume Wells as the same work as the original and therefore to make direct price comparisons. This, however, is questionable. To offer the two at $7.50 with $5 given as the price of the history and $2.50 as the price of the magazine would be more in accordance with what the trade believes the offer to be. On that basis it is a good purchase, but apparently not spectacular enough to lend itself to a campaign.

Book Price Levels

WE have from time to time gathered data as to the comparative price levels of different types of books, but, owing to the variance between books, it has been difficult to get a general view of the whole situation, which it is important to know in order that publishers may estimate how much more capital they are likely to have locked up on a certain volume of business, that retailers may know how much more investment they will have to have to carry a certain number of thousands of volumes, and that libraries may know how much increased appropriation they may need in order to get given supplies of books.

Another view of this subject has been suggested by looking over a list of books that was made out five years ago to serve as a model home library. The list was made and priced in June, 1917, and included home books of reference, histories, books on general science, music, nature books, poetry, classics, novels, current fiction and children's books—in all, 166 volumes. This total does not include 11 titles that have gone out of print, rather less perhaps than would have been expected. The total retail price of the books at that time was $234; the present price would be $348, a 49% increase. The highest increases were on the imported series of classics. Eliminating these, the rate of increase was 45%. There was no book on the entire list that had not changed, the smallest increases being 20% and the highest 100%. The great majority, however, ran along about 40% which kept the average in the 40's. Some wider investigation might be made, but this may serve as a fairly accurate estimate.

This places books at the beginning of 1922 on a scale lower than most commodities as compared with five years ago and lower in percentage of increase than most of the component materials that make up the book. Paper is now about 60% higher than it was, binding cloth 70% higher, electrotyping wages 150% up and printers' wages double.

Record of American Book Production January, 1922*

Classification	New Publications			By Origin			
					English and other Foreign Authors		
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total
Philosophy	13	1	1	8	2	5	15
Religion	34	0	10	38	3	3	44
Sociology	33	4	23	52	3	5	60
Law	5	3	3	11	0	0	11
Education	5	0	4	8	0	1	9
Philology	16	2	4	17	0	5	22
Science	15	5	41	54	0	7	61
Technical Books	25	6	4	27	0	8	35
Medicine	18	1	2	13	1	7	21
Agriculture	4	0	12	16	0	0	16
Domestic Economy	3	0	2	5	0	0	5
Business	13	1	7	20	0	1	21
Fine Arts	4	2	1	4	0	3	7
Music	0	0	0	0	0	0	0
Games	6	0	3	6	2	1	9
General Literature	21	1	7	27	0	2	29
Poetry, Drama	58	6	36	86	7	7	100
Fiction	41	17	0	45	8	5	58
Juveniles	9	0	0	9	0	0	9
History	29	0	9	27	0	11	38
Geography, Travel	17	0	6	21	1	3	25
Biography	30	3	2	25	5	5	35
General Works	7	0	9	13	0	0	13
Total	403	54	186	532	32	79	643

* In January, 1921, 533 new books, 110 new editions, and 184 pamphlets; a total of 827 were recorded.

The Educational Renaissance and the Book Publisher*

Joy Elmer Morgan, Washington, D. C.
Editor of the Journal of the National Education Association

EDUCATION today is being influenced by important tendencies both within and without the school that are prophetic of a greatly enlarged usefulness for the publisher of books. Taken collectively as phenomena of this unique period of world life these educational tendencies prophesy a marked elevation of the intellectual life of the great mass of mankind. The early advocates of universal education could hardly have foreseen the world sweep of the democratic impulse of today and the currents in education which have sprung from that impulse.

These currents may be grouped under three heads. In the first place, the science of education is making rapid progress. Educational method is passing thru a period of change in the direction of larger initiative and individuality for the learner. In the second place, there is developing within the group of educational workers a heightened sense of professional obligation which is finding expression in the growth of professional organizations and in indications that such organizations will be the policy-determining agencies of the future. In the third place, there are unmistakable signs of a new faith in education on the part of people generally, not only in America but thruout the world.

In its relation to security and progress, the science of education is no less important than compulsory attendance and the machinery of administration. It is not enough that every child be kept in school during the formative period of his life. It is not enough that he be assured a mature and competent teacher. The education of every boy and girl must be so conducted as to preserve and develop those elements of personality that are especially valuable in a democratic social structure. The ultimate measure of classroom procedure is the sort of social fitness it develops. This fact is being recognized today as never before. The school of the future will be essentially democratic in its relationships. The publishers of textbooks have already felt this tendency toward democracy in course of study and school management. It has significant consequences also for the publisher of general books because its whole aim is to make of the child a thinking citizen —to fix habits of intelligent living which will carry over into adult life.

The democratic attitude toward the learner has given rise to the use of scientific tests and measurements, to pupil participation in school government, to the source method, the project method, the socialized recitation, and to the wider use of books and libraries. The significance of these newer practices is emphasized when one considers the enormous size of the Nation's school factory.

There are in the United States 28,000,000 children of school age. In order to handle these great numbers of children effectively they must be grouped in classes and grades and given prescribed courses of study. Ways of making this classification on a scientific basis are being developed, but the fact remains that millions of children must be put thru a common mould. If this passing thru a common mould is not to crush initiative, the child must be surrounded with materials that will provoke study and investigation on his own account. To do just this is the function of books. The growing recognition of this function is found in resolutions of education associations urging the development of libraries, in special equipment in new school buildings, in an increasing demand for trained librarians, and in legislation looking to state-wide systems of libraries fostered by State and Federal aid.

There is no single public educational activity that in proportion to its cost has greater undeveloped possibilities than the free public library. Not over twenty per cent of the citizens of the United States now have access to a free library. Perhaps less than one per cent actually uses public libraries. But a new day is dawning. The development of the ideal of a state-wide system, using the county as the unit of trained service, is putting new life into the library movement. Training within the school has never pointed so directly toward the use of the public library. There is a growing conviction among educational leaders that the school is only the beginning—that public libraries must be developed to perpetuate the fine spirit and the high ideals which schools exist to create. Fifty years ago the schools were relatively as poor and inadequate as public libraries are today—compulsory attendance was fighting for recognition. Today there is not a state in the Union that does not have compulsory attendance. Fifty years from now there will not be a state in the Union that will not require and aid every community to maintain a library.

* *Address delivered before the National Association of Book Publishers at their Second Annual Luncheon.*

Along with these developments in the science of education has grown up a new spirit in the teaching force of the Nation. This awakened sense of professional responsibility among educational workers will encourage reading both among them and the people with whom they come in contact. I need not dwell upon the oft repeated statement that the teacher is not a reader. I need not even give the facts that have been cited to prove that statement. It is far more to our purpose to analyze briefly the social composition of the teaching population of the United States and then to ask why we should expect high standards of intellectual life from a group of men and women so composed. There are something over 600,000 public school teachers in the United States. If these teachers were to form in line side by side, the line would be 300 miles long. If they were arranged in this line in the order of age and one were to start with the youngest teacher, he would pass by tens of thousands of teachers only sixteen, seventeen, or eighteen years old and would traverse one fourth of the entire three hundred miles before he would come to the first teacher who had passed the age of twenty-one.

If the line were to form again upon the basis of attendance at school, one would pass 30,000 teachers before reaching the first individual who has had more than an eighth-grade education; he would pass 150,000 teachers before reaching the first individual whose education amounted to more than two years of high-school work; he would have passed 480,000 teachers before he reached the first teacher with two years of training after graduation from high school. With 480,000—or four-fifths—of our public school teachers comparatively untrained, need we be surprised that they have not developed the reading habit either in themselves or in the children they have taught?

This would be indeed a dark picture if there were not another side. That other side is found in professional organization. Professional organizations among teachers began as forums for the discussion of the problems of education. The part played by these discussions has not diminished during the past few years—indeed it has increased—but professional organizations have passed into a new period of development which we may call the period of action and democratic control. The old associations were composed chiefly of persons who attended the meetings or who desired to have their publications. The new associations are composed of all teachers who elect representatives to attend the meetings. The meetings of representatives in the National Association and in the associations of the more progressive States frame patriotic programs of educational development.

As a result of their representative character and of the programs for which they stand, these associations have had enormous membership growth in recent years. For example, before 1918 active membership in the National Education Association remained under ten thousand; on January 1, 1921 it was over 48,000; on January 1, 1922 it was over 83,000; new memberships are now coming in at the rate of over a thousand a day. A similar growth may be found among the State associations. The Pennsylvania association numbered 18,000 in 1918; 34,000 in 1920; and 40,000 in 1921. The Texas association numbered 3000 in 1918; 8000 in 1920; and 14,000 in 1921.

Backed by these large and growing memberships both State and National associations have been able to accomplish much for the advancement of education. The laws which have been added to the statute books of the States in consequence of organized professional effort are numbered in scores. The support which has rallied to the legislative program of the National Education Association will stand out in educational history as marking the beginning of a new epoch in this republic. That program in its naked outline consists of two main propositions: First, the creation of a Federal Department of Education with a Secretary in the President's Cabinet and second, Federal subventions to the States to promote certain phases of education which are fundamental to good citizenship in both State and Nation. A year ago, the success of this program might have been doubted; to doubt it now would be to doubt the very tides. From every corner of the Nation there has come such a wave of popular support that if legislation does not pass this Congress, there is certain to be elected in 1922 a Congress that will say with the great British statesman Lord Fisher, "That nation which employs the best teachers with the highest pay and as a part of the best school system will be the best governed and therefore the greatest Nation."

A professional spirit which can realize such programs as these and which can sweep one-fourth of the teachers of the Nation into summer schools—as it did during the summer of 1921—must mean broader interests and a higher intellectual level among teachers generally. This in turn must react upon the communities where the teachers work and upon the children who daily come under their inspiration and direction.

The third point—the growing public demand

for education—is really implied in the other two. They are all merely evidences of a renaissance in education which is stirring society to its depths—a renaissance which must rally to its support the thinking men and women of the civilized world. In America there are evidences of this new faith on every hand. It finds expression in the great crowds of students that have overflowed the high schools of every city in the land. It is revealed by enrolments that have exceeded the capacities of colleges and universites. It is made plain by the increased space which newspapers and magazines are giving education and by a vigor of editorial emphasis and constructive criticism unknown in days gone by. The new faith in education is convincingly evident in the determination of the best citizens that in spite of the present economic stress, the work of public education shall not be crippled for want of funds. The new faith in education is registered in the halls of Congress and in the attitude of the administration at Washington. Education is now a world power—recognized, respected, and relied upon. The conference at Washington is itself a memorial to the influence of free public education and it may well be that the greatest achievement of the conference is not written in any of the treaties or pacfs that it has produced, but in the awakening consciousness of the leaders of the nations that the world can go no faster and no further than is made possible by the education of the great mass of mankind. In that education the printed page is certain to play a larger and larger part. May I congratulate the publishers of America upon the commanding opportunity that is theirs to carry on the good work.

Book Publicity as Children Would Plan It

BY BETH KELLER

BY HUBERT GRAVES

CHILDREN IN THE PROVIDENCE PUBLIC SCHOOLS SUBMITTED POSTERS FOR AN EXHIBIT HELD AT THE PUBLIC LIBRARY DURING CHILDREN'S BOOK WEEK. THERE WAS WIDE INTEREST IN THE EVENT AMONG THE CHILDREN, THE PARENTS AND THE PRESS

Booksellers Act on Tariff

THAT the booksellers are in earnest in their endeavor to do everything possible to prevent the enactment in its present form of the book schedules in the Fordney tariff is indicated by the letter which has been sent out by President Eugene L. Herr of the American Booksellers' Association to its 500 members.

Mr. Herr makes the suggestion that every bookseller should not only write to Washington but, more important still, should see that the local paper discusses the situation in the following letter to the trade:

Dear Fellow-Bookseller:

Word has just reached us that the book schedules in the Fordney Tariff Bill (H. R. 7456), will come up before the committee for final action between March 1st and 15th. Whatever can be done to alleviate the proposed schedules must be done in the next two weeks.

The position of the book-trade has been presented by Charles E. Butler in his statement last September, and before the Senate Finance Committee in December by John McCrae, Charles E. Lauriat, Jr., and Dr. M. L. Raney.

Your attention is directed to an article appearing in the PUBLISHERS' WEEKLY of February 11th, and the *Bookseller and Stationer* of February 15th entitled, "Act Now for a Just Tariff on Books" and to the seven points outlined wherein the bill should be revised.

It is suggested that booksellers all over the country endeavor to have articles or editorials appear in local papers, presenting these points and that copies of these articles be forwarded to the chairmen of the Senate and House Committees. Also that you write the member of Congress from your district and the Senators from your state protesting against the proposed duties and regulations.

Will you not co-operate with the book-trade of the country in endeavoring to correct the proposed backward step in tariff legislation by acting promptly on these suggestions?

Cordially yours,

Eugene L. Herr, President.

Charles E. Butler, treasurer of Brentano's, and chairman of the Board of Trade of the American Booksellers' Association, makes the following comment on the situation. Brentano's business, covering as it does old books, foreign books, and general publishing, gives Mr. Butler's comment especial weight.

New York City, February 14th, 1922.

Editor, PUBLISHERS' WEEKLY:

The all-important matter of interest to the book world is, what is Congress going to do with the Fordney Tariff Bill, especially that part relating to books? There can be no doubt as to the harmful effect its passage, as now proposed, would have on books, reading and education. No tariff whatever should be placed on foreign books or books twenty years old, and it were better if the tariff was not increased on current English books. The gain to the United States in money by this taxation would be so insignificant, that surely it would not warrant the inflicting of all the harm its enforcement would bring about.

The worst evil of the bill is the American Valuation plan of assessing the duty. It is *intolerable, impossible* and *unjust,* for it compels the public to pay double duty or more as it may please the appraiser to assess—we have challenged the members of the Committee to refute this statement, and we repeat it. It cannot be done. Consider the poor appraiser upon whom the impossible task is imposed. Consider also the everlasting war he will be engaged in with the importer, thus converting the calm serenity of the Custom House heretofore prevailing, into a seething cauldron of a perpetual fight for price elevation and for price reduction.

Charles E. Butler, Chairman.

The following changes in the book schedules are those urgently recommended:

1. The duty on all books bound or unbound except such as may be otherwise provided for should not be more than 20% ad valorem based on cost price to importer in country of exportation (Par. 1310.)

2. Children's toy books should be protected under toys (Par. 1414) with clarified description of what constitutes a toy book and the 40% duty as proposed.

3. Books should be specifically exempted from American Valuation appraisement (Sec. 402) as being impractical to apply and unnecessary for adequate protection of this American industry.

4. Books over 20 years old should be reinstated on the Free List. (Par. 1529.)

5. Books in foreign languages should be reinstated on the Free List. (Par. 1529.)

6. Libraries and educational institutions should be given the same duty free privilege as before. That is "all textbooks used in schools and educational institutions" (Par. 1530) and "not to exceed two in any one invoice for libraries." (Par. 1531.)

7. The libraries of families from other countries should be duty free without the limitation of $250. (Par. 1532.)

The Successful Rental Library

By Marion Humble

Part II—Continued (from February 4th)

Records of Borrowers

Two records must be kept in the rental library to enable the librarian to know what books are out, who has them, where to send for them if overdue; a Record of Borrowers and a Record of Books Borrowed. These records are best kept on cards. A registration card is needed for each borrower, showing name, address, business address if any, date of application for rental privilege, and amount of deposit, if one is required, telephone number if useful. These cards should be arranged alphabetically by last name of borrower. Addresses should be kept up-to-date. Note of fines unpaid and books not returned can be placed on this permanent record, and a borrower's privileges withdrawn if he abuses them.

Records of Books Borrowed

The record of books demands a card made for each book, showing author, title, copy number, accession number if used. The card should be ruled in three columns in which are to be entered: (1) name of borrower, (2) date taken, (3) amount paid on return.

The third entry is made when the book is returned. A 4x6" or 5x8" card is practicable. These cards are kept in a file "Books In" until wanted. When a borrower selects a book and brings it to the desk for record, the card for that book is taken from the file, the entries of name of borrower and date taken made, the date taken is entered in the book for the borrower's information, and the card is placed in a second file, "Books Out." When the book is returned, the card is found in this file, the amount paid entered on the card, the card returned to the "Books In" file, and the book returned to the shelves.

The file of cards "Books In" should be kept in alphabetical arrangement by title (or by author if this seems easier to the librarian). The file of cards "Books Out" is best kept in chronological arrangement by date of month; as each book returned is stamped with date of borrowing its card is easily found. Books longest out will automatically come to the front of the file, and notices can be sent when the books are overdue. Date guides can be obtained from office supply firms. "Books Out" cards may be kept alphabetically if preferred tho there is advantage in the chronological system when watching for or following up overdue books.

An "Overdue" guide in the file should indicate cards for which notices have been sent. Overdue notices should be sent out each day, for books that have been out a month. These should be postcard notices, worded somewhat as follows:

Head of the House of Coombe—Burnett

BOOK NO.	PUBLISHER	ADDED	COST	TOTAL RECEIPTS
896	*Stokes*	*Feb.* 10	*C B R —*	$4.11

	TAKEN	PAID		TAKEN	PAID
J. A. Timmins	FEB. 10	15			2.31
Mrs. M. A. Cobb	FEB. 16	30	*Laura Hope*	MAY 5	15
Flora B. Havens	FEB. 26	24	*etc.*		etc
M. N. Grace	MAR. 6	15			
Mrs. Thos. Jenkins	MAR. 10	15			
Miss Maude Tobey	MAR. 14	18			
Martin Frye	MAR. 22	24			
Martha Evans	APR. 2	21			
Mildred Stevens	APR. 4	15			
Albert Knight	APR. 12	36			3.76
R. D. More	APR. 27	18	*Sold off at*		35
		2.31			4.11

A REMINDER.

from the ..... Rental Library
that .....
borrowed by you on .....
has not been returned. Perhaps it has been overlooked and you may wish to return it before further dues accrue. If you wish to keep the book permanently, its cost is .....
New Books .....Rental Library
Added Weekly .....
Three Cents Per Day. (address)

If no answer is received to this notice, a personal letter with enclosed bill should be sent at the end of a week, the letter reading somewhat as follows:

Dear Sir:

We are enclosing a statement showing your account with the rental library to date. You may perhaps have overlooked the book borrowed five weeks ago, ... (name of book) ..... or you may have decided that you would like to keep it.

Enclosed also is a list of some of the new books just received. The titles checked have been added to the rental library. You will surely be interested in looking over these books when convenient.

Very truly yours,

The enclosed statement should include:
..... (title)
..... (author)
Rental, ..(date,.. to ..(date....(amt.)
Cost, if purchased, ...(amount).....

Borrowers' Obligation

The required amounts of payment, whether deposits or payments per week or per day, and the matter of overdue notices should be explained to a borrower taking his first book. There should be no "rules and regulations" to irritate borrowers; the taking of books must be made an altogether pleasant and agreeable operation. If the date of taking a book is always placed in the book, and it is understood by the borrower, he can always tell how long he has had the book and how much he owes. The postcard reminder and letter will call attention to this, if kept over a month, and offers him the alternative of sending a check for the book if he does not want to return it.

A statement about rates can be printed on the flap of the paper wrapper. Borrowers dislike to be bothered with cards or booklets of rules and the wrapper is the simplest means of carrying this information with every book.

Such instructions as "Please do not remove this cover," "Members are not allowed to lend books except to their own family," "Books with pages torn cannot be returned and must be paid for" are unnecessary if the borrower understands in the beginning that he is responsible for books taken. The borrowing and buying of books must be made as attractive as possible. The thought of rules and penalties and prohibitions should be left out.

The Used Books

One of the best means of insuring care of books by borrowers is to rejuvenate the shelves continuously by withdrawing all shabby volumes, by cleaning with soft eraser or art gum those that are slightly soiled but good for further use, and by steadily adding new volumes. Books in good condition are apt to receive better treatment than torn and dirty ones. The librarian should mend torn pages and backs with mending tissue and book cloth strips.

Books withdrawn still have value, and means should be found to supply a market for them. A $2.00 novel which has been bought for $1.30 or charged to the Rental Library by the book department on a basis allowing for handling expense, should ordinarily circulate for four months at least. If it is rented for eighty per cent of this time at three cents a day, the receipts are about $3.00. This can then be sold to the sales department of the shop at about twenty cents, bringing its income up to $3.20 and a margin over cost of from $1.70 to $1.00. From this of course the expenses of the library are to be deducted before a net profit can be arrived at.

The sales department can sell the book at prices varying according to the book's condition. Often books are sold at three for a dollar. Some stores sell them up to $1.50 each, when in very good condition, and used but a few times. They can be placed on sale in the store, or sold to public libraries, which are glad to get additional copies of popular books at low cost.

Administration

The Librarian.

The librarian should be as keen a salesman as there is in the store—with a first hand knowledge of most of the books in the library, with a readiness to talk interestingly about all of them and about reviewers' opinions of them. She must be up-to-date daily with local advertisements and reviews, and be ready to meet the demand that these notices create. Newspaper and magazine notices of books send people into the bookstores, and the librarian should have read the notice before the patron arrives at the store. She must also know former books by the authors included in the rental collection, and announcements of books they are writing. And she ought to talk books so effectively that she will

not only increase book borrowing, but book buying.

Arrangement of Library.

Rental books should be grouped by subject on the shelves, with plainly printed labels: Romance, Adventure, Western Stories, Detective Stories, Short Stories, etc. The librarian should be able to recommend books in groups, that is, to be ready always with suggestion of a book to read next, if a borrower wants the suggestion. She should sense also the borrower who does not relish advice.

A bulletin board with mounted book covers, book reviews, newspaper advertisements, brief lists by subject or author, will help people in selection. A table of lists and publishers' announcements will interest borrowers and contribute to sales as well as to library patronage. If the brief description found on the jacket of a book is pasted inside it will greatly help the customers in their selections.

If there is room, a couple of tables and some chairs will add to the enjoyment of the library by borrowers who are not in a hurry and who want to look over several books before choosing.

Salaries.

One librarian can probably carry the work at the start of the library, if someone can be detailed from the sales force for her relief at lunch hour, and if she can make occasional use of the office force for typing of lists, letters, etc. Such extra help supplied by the store should be charged to the library, as should the librarian's salary. This salary should be equal to that of the other competent salesmen in the store, because the librarian must be a salesman. A good person to take charge of a rental library can sometimes be obtained from the local public library and taught the commercial end of book distribution. Rental libraries managed in the spare time of a salesman covering other duties are seldom a great success. It is better to get solidly behind the library until it is active enough to justify a full time librarian to carry on the work independently.

Publicity

The library will need newspaper advertising when started. An attractive ad placed in the daily papers which are read by the desired clientele, will bring best results. A printed slip placed in store packages sent out during the week previous to opening will be effective. A large lettered sign hung over the library alcove will be useful as a guide. A neat glass sign should always be in the window with the other displays. A bright paper wrapper for the books will advertise the library wherever they are carried. Many libraries run a small advertisement in local papers once a week, Saturday morning for week-end borrowers, or the Sunday edition for general promotion. Such ads and the repetition of the printed slip in store packages every few months are good investments for the circulating library.

Rental library borrowers are usually steady customers when the habit is established, but there must be a constant adding to the list of users if the volume of business is to be maintained and increased. No month should pass without some newly conceived promotion. The librarian thru analysis of the sources of her trade will be able to make good suggestions for the best directions for new canvass. Women are usually heaviest borrowers, as public libraries also show. Business women and girls in offices find it easy to drop in at noon for books. Women in apartments and hotels where housekeeping problems are simpler, often have more time for reading than householders. Established borrowers are often glad to suggest names of possible new subscribers.

It will be found that by meeting with adequate supply the demand for the most talked of books of the moment, new readers will become interested in the promptness of the rental library service. The rental library should not be considered as a competitor to the public library. but supplementary to it. No public library is able to meet adequately from its yearly budget the entire new book interest of its community. The public library is glad to see other agencies at work in the field of book promotion.

The Buying of Books

"I HAVE always felt that it was commendable to buy books," says Dr. Carl S. Patton, pastor of the First Congregational Church in Los Angeles, writing in the February *Atlantic*. "I grew up with a liking for reading my own books instead of someone else's. This preference I still have. I have my books strictly for use. I turn down the pages. I even tear out a few, if I need them. Books that I really use are much the worse for wear when I get through with them. I always mark them. When I read one of them a second time, which I seldom do, I generally can't remember what I meant by the marks I put in it the first time. But it gives you a feeling of having dug deep into the book, and it intensifies your sense of the ownership of it, to make big black marks down the side of it as you read. So I have always felt that one should buy as many books as possible. They are not like food, of which one should buy only as much as one can consume at the moment. Nor like clothes, of which a wise man will buy as few and as cheap as he can get by with. But of books he should buy all he can."

English Book-trade News

(From Our London Correspondent)

CESSATION! In other words, there has come a calm, as is always the case, after the holiday season. As, of course, is quite understood, this doesn't mean that nothing is happening. There is a good deal happening. Most publishers and booksellers are taking stock, shutting up for the day, and then looking for the profit. On the whole, we think it will be found, not as it was in pre-war days, surely, but still there is a profit. There were naturally many grumbles that business was bad, that no one bought books nowadays, that ends would not meet, and that some other kind of merchandise for profit must be sought. Granted that a man has to work hard to make money in these times—but why not? It's always good to make effort, for it stimulates invention. And no one has the right to be idle in these days of reconstruction. It is our duty to double the output, even tho the return is, in proportion, much less.

You can not have a war on the recent scale and expect to escape the consequences in a couple of years. It is next to amazing that things are so quickly putting themselves right. Look at book-making. Let us not be impulsive in our optimism, but let us face the facts squarely. Practically every item in the making of a book has "eased." It is agreed that the difference is hardly enough to begin to make lower published prices, yet some publishers have commenced doing so, but only in very special lines. If the trend in materials is still downward in 1922, by the fall, there ought to be some lowering worth noticing. We still maintain, however, that books are not, by any means, too dear. As before said, the book buying public, whatever that may mean, has been badly educated in this direction. Competition has given them books at half (or less than half) their real market value—hence the persistent kicks that books are too dear. And, in spite of the absolute facts that during the period of very high costs of production it was impossible to publish books at pre-war figures, there were thousands of people who said that not only were books unfairly high priced but that publishers and booksellers were profiteers. This was said, too, by those who knew better.

Even so, people are buying books and buying well. If this keeps up, and is stimulated, or maintained, by intelligent propaganda thru trade, literary and other kindred organizations, there is no reason with the advent of lower published prices why there should not be a new boom, and a big one to boot, in books. But there must be a coordinated policy, a team effort which will make for such a comprehensive push forward as to bring home to the public that a book is in its way as essential to life as a loaf of bread.

There is to be a British Empire Exhibition in 1923 in London. The King of England is to be patron, and big efforts will be made to bring it to a tremendous success. The British government and Dominion and Colonial Governments will take part. There is to be a section devoted to the education, science and art of the British Empire, in which books will be an important feature. A guarantee fund of $5,000,000 is being raised. The government is giving $500,000. English publishers are being asked to take some share in this guarantee.

On removing a loose cloth cover from a folio Bible, which he purchased at an auction for 2s. a Baintree resident (writes a *Star* correspondent) found it was bound in red morocco bearing eight panels and the ciphers of William and Mary, and the date 1685.

A Bible was presented from Oxford to William and Mary, and it is believed this is the identical one. The British Museum authorities do not possess a copy of that reign, and have asked that the Bible be presented to the national collection.

Booklegging

"BOOKLEGGING for revenue is the latest game," says a New York correspondent of the Philadelphia *Public Ledger*. 'What is 'booklegging?' It is the business of selling the kind of a book one wants to read, despite the interdictions of those who would be our moral guardians. We all know that 'bootlegging' is the business of selling that which is prescribed, but the 'bookleggers' are quite a different sort in that they have wares, the attempted banning of which is still an open question

"Much of this hidden literature comes from abroad. Right now the literary cult is eagerly awaiting the running of the United States customs blockade by 'Ulysses,' the work of James Joyce, which has recently been printed in Paris. It began as a serial in one of our magazines and was stopped. Now it comes overseas complete as a book, and its 'booklegging' price is bound to be high, very high.'

"Some years ago the son of a Wall street financier got behind 'Casanova's Memoirs,' and it was secretly done in twelve volumes from a Pittsburgh printery. Exactly 750 sets were made, selling to a select list at $125 each. It was handled en camera, and its 'booklegging' price today is sky high. Some have been sold at one grand ($1000.)

"George Moore, the Englishman, has written a number of books that are most difficult to obtain in America. His 'Story Teller's Holiday' is considered cheap at $50 from a 'booklegger.' His 'Heloise and Abelard' in two volumes and 'Avowals' command fancy prices, and are also hard to get hold of. Schnitzler's 'Casanova's Homecoming' and 'Reigen' are among the 'bookleggers' best sellers. Other books that have 'booklegger' value include James Gibson Huneker's 'Painted Veils,' 'The Epigrams of Martial,' and James Branch Cabell's 'Jurgen,' 'The Art of Love,' written by a Boston physician, which suddenly vanished when the demand for it was at its height, is now being extensively 'booklegged' in the metropolis.

"A movement is on for the formation of an organization to be known as the Society for the Suppression of Oppression in Literature. The claim is advanced that some of the books one cannot get are held away from readers for as little as one or two pages, which come under the official ban. Notwithstanding the position of those who would open the doors and relieve the pressure exerted by the 'bookleggers,' the fact remains that much that has been proscribed is really unfit for general consumption."

International Book Fair

IT is planned to hold at Florence, Italy, in the Spring of 1922 a great fair for the exhibition and sale of books, under the auspices of the "Associazione Editoriale Libraria Italiana" and with the cooperation of the "Fondazione Leonardo per la Cultura Italiana," writes W. Roderick Dorsey, American consul at Florence, Italy.

The purposes of the fair are to promote among nations a reciprocal and direct knowledge of books; to exhibit to foreigners Italian typographical and editorial activities; to facilitate international trade in books and the exchange of translations; to restore the definite national character of the typographic art and of the decoration of books; to honor the book in every way as the most powerful and most rapid vehicle of culture and humanity.

The sale of books is the principal and most immediate purpose of this Fair in which the publishers and creators in all countries are invited to exhibit productions.

Books exhibited may be sold on condition that another copy be immediately substituted. Exhibits will be grouped according to country. In addition to books, publishers will have the privilege of displaying music, maps and articles used for educational purposes.

In connection with this Fair there will also be an exhibit of antiquities, reserved for dealers in ancient books who wish to place precious manuscripts and other rare works on sale. In this section the offerings must be confined to objects of real bibliographic importance.

There will also be several special exhibits, among which will be the following:

(a)—Illustrations and decorations of books in which will figure volumes printed, and illustrated by any system, as well as original drawings designed as illustrations for books;

(b)—Bindings, with a historic and retrospective division. In the modern section the participation will be encouraged not only of binders who offer artistic specimens, but also of workmen and publishers who present plainer types of bindings;

(c)—Posters, with competitions and prizes. There will also be a section in which will be displayed various types of advertising, applicable to the commerce and industry of books, even if not artistic or for placing on walls;

(d)—An exhibition of popular culture where there will be demonstrated what is being done in Italy and by others of the more civilized and advanced countries to spread culture and especially popular culture by means of books; that is by popular libraries, reading clubs, societies and other institutions for the printing and diffusion of good books, technical material for libraries, et cetera.

(e)—A display of bibliographic material of the various nations.

(f)—An industrial exhibit restricted to the technical progress that has been made in recent years in machinery and in the various processes of writing and printing.

This Fair, which is said to be the first of its kind ever organized in Italy, will be housed in the historic Pitti Palace and will be under the patronage of His Majesty the King and of all the high officers of State, including foreign Ambassadors. There will be a General Committee composed of persons conspicuous in literature, journalism, politics, and other walks of life.

The active work of organization and direction will be in the hands of an Executive Committee, and American firms interested in making exhibits should communicate with Grande Ufficiale Enrico Bemporad, President Comitate Executive Fiera Internazionale del Libro, at No. 7 via Proconsolo, Florence.

The Molière Tercentenary

THE Molière tercentenary thruout the United States has been arranged by the American Academy of Arts and Letters in co-operation with the French government for April 24 and 25. Altho Paris paid tribute on January 16, the American festivities have been postponed to suit the convenience of the two members of the Academie Francaise, M. Maurice Donnay, dramatist, and M. Andre Chevrillon, critic, appointed to represent France.

Over the Book Counter

By Irving Allen

IF a publisher must be an expert on the tastes and interests of the reading public, no less must the clerk in the retail store have a keen understanding of a book buyer's nature, if he is to co-operate with the publisher, and bring the bookselling business to the level of a profession. Too little attention has been paid as yet in this country to the training of people for the retail book business. I like to think of the bookman as having a singularly important influence in the community, equal to that of the librarian or the teacher, because he has the opportunity of guiding reading tastes, stimulating already curious minds, and he labors under no constraint save his own good will and judgment. There are a few such persons scattered at rare intervals thruout the nation, or gathered in our metropolitan centers.

When the book clerk offers to his prospective buyer "The Triumph of the Egg" with the remark that it is a bunch of good essays, or explains that "Erik Dorn" is similar to "The Sheik," store, publisher, clerk, and customer all suffer. And these are not exceptional examples of the crudities to be found in many retail stores or book departments. The selection and purchase of a book is a psychological process so complex that such efforts at selling are not to be wondered at. An analysis of the many important factors of the book buying process could not be attempted in a short space, but some aspects may be indicated.

Too often the popular methods of retail salesmanship fail in a book store. The little methods of supposed cleverness (courtesy and friendliness are necessary in any human relation) are inapplicable, because individual tastes and the conceit of them are powerful elements in the book buyer's mind. The browser, the looker, the half-educated, the "read everything" are all to be handled skillfully and individually. The real bookseller has distinct but not dogmatic tastes, and tries to discover his customer's interests, not to impose his own upon the other. No one expects the general bookman to have read all the titles he has on sale, but it does not take long to acquire a reasonable familiarity with books, and this combined with sincerity and an avoidance of wooden phrases like "wonderful" and "worth-while" will bring a customer's confidence and business.

There are whole groups of potential book-buyers among the intellectually eager who will swell the profits of any store once their reading is made to seem important and its necessity a challenge to the intelligence. No one has a greater opportunity than the person in a book store who actually meets the customer.

The publisher has screamed in the advertisements, the reviewer has issued his *pronunciamiento*, and all America is talking about it, yet it is the clerk who guides the buyer to the book, and whether the customer can't see anything in it, or in turn becomes an enthusiast matters little to the book trade if the clerk has been sincere and individual in his opinions.

New Class in Bookselling

Ellen L. Osgood, salesmanship coordinator, is holding classes in bookselling at Haaren High School, New York. The course consists of eight lessons including every branch of the work. Her topics include "What books are sold in book shops and department stores?" "How a book is made" (the work of the author, manufacturer, editors, and illustrators), "Publishers' selling methods" (catalogs, advance notices and salesmen), "How are books purchased?" (selling points, reprints and suggestive selling), "History of bookmaking." Among the students attending these classes are salespeople from the various department stores in New York, and from many of the specialized shops.

"Find it in Books"

Books Give

Information

Knowledge

Power

FIND IT IN BOOKS

The Year Round Bookselling plan puts its emphasis on "Useful Books" in March and gives the dealer display assistance with two posters. Books for business men are emphasized in a card 14 x 11 *inches with an attractive silhouette drawn by Gordon Conway. "Books in the Home" can be displayed in connection with the poster of the housewife shown on the opposite page.*

In the Field of the Retailer

A POSTER WHICH WILL HELP THE DISPLAY OF USEFUL BOOKS FOR THE HOME, IS BEING SENT OUT FEBRUARY 27TH BY THE YEAR ROUND BOOK-SELLING COMMITTEE.

Books Carried During Smile Week

DURING National Smile Week, February 5-12, a week inaugurated by *Judge* to build up the national morale, many booksellers carried the following books prominently displayed because they were recommended by the members of the Smile Week Committee mentioned below as the funniest books they had ever read:

Irvin S. Cobb, humorist—"Pickwick Papers," "Huckleberry Finn," Artemus Ward, "Mr. Dooley in Peace and in War," Ade's "Fables in Slang," Leacock's "Nonsense Novels."

Ellis Parker Butler, humorist—"Tom Sawyer," "Huckleberry Finn," "Tramp Abroad," "Life on the Mississippi," "Innocents Abroad," "Sketches."

James J. Davis, Secretary of Labor—"Don Quixote," "Gulliver's Travels," "Gil Blas," "Ingoldsby Legends," "Two Men in a Tub," "The Night Out," "Mrs. Wiggs of the Cabbage Patch," "The Adventures of Mrs. Lecks and Mrs. Aleshine."

E. M. Statler, President, Statler Hotels Co., Inc.—"The Gentle Grafter," "Many Cargoes," "Mr. Dooley," "Huckleberry Finn," "Adventures of Tom Sawyer."

Orson Lowell, artist—"Pigs is Pigs," P. G. Wodehouse's books, "Nonsense Novels," "Literary Lapses," "The Crock of Gold," "Scrambled Eggs," "This Giddy Globe," "Zuleika Dobson."

Typography by Mail

COLUMBIA UNIVERSITY has increased its activity in the teaching of typography by planning a home study course, directed by James D. Gabler. This course begins for its spring term on February 8th and covers the same material that is given in the University course in typography, but is available for those who cannot get to the class room. A student of the home study course is allowed a full calendar year in which to complete it and is not bound to any set schedule of recitation or study. The standard of work demanded is in no way lower than the work demanded for those in residence, tho it does not carry academic credit. Work is tested through correspondence and given all possible attention. There is no requirement as to previous academic work before initiation into the home study course, but prospective students can write to the Director of Extension Teaching as to the needs. There are thirty lessons, and the course plans to teach the origin, history and development of printing and the allied lines, instruction in the preparation of manuscripts, proof-reading, selection of types, ink, paper, illustrations, preparation of dummies and visualization of finished work.

Still a Book a Week

AN attractive advertisement of Frederick Loeser & Company's book department in the Brooklyn *Eagle* had the heading:

A BOOK A WEEK!

You Will Find This a Methodical Scheme to Keep Up the River of Literature Flowing From Busy Pens.

It is very interesting to find how much continuing value there has come of last year's emphasis on "Buy A Book A Week." Many dealers report that there are customers conscientiously keeping up this practice, not so much from the dealer's reiteration in his copy as perhaps from the fact that the idea was sound and fitted in with people's diversional and cultural needs. The original intention of the slogan was to emphasize the need of a *habit* of book buying rather than a spasmodic book buying interest.

An Uncorrected Galley

When you see * * * in a popular novel, it generally means something asterisqué.—*Life.*

VICTORIAN FICTION: Sex pretending it is almost anything else. Georgian Fiction: Almost anything else pretending it is sex.
—*Cleveland Plain-Dealer.*

THIS WAR-TORN WORLD

LITTLE CHARLIE: Auntie has been telling us the story of Ali Baba and the Fifteen Thieves.
PAPA: You mean the Forty Thieves.
LITTLE CHARLIE: But, Papa, everyone's short-handed nowadays.
—*Die Muskete* (Vienna.)

THREE LIMERICKS

There was a young man in the States,
Who so greatly admired Mr. Yeats,
That he sent him some books—
An edition de luxe
Of Wilcox, with portrait and plates.

There was an old man of Cape Race,
Whose mind was a perfect disgrace;
He thought that Corelli
Lived long before Shelley,
And imagined that Wells was a place.

There was an old Marquis in Spain,
Who had an inquisitive brain;
So he cabled to Gosse
To send him across
His views on the art of Hall Caine.
—*"New Times and Old Rhymes"* by *Charles L. Graves.*

THE CRITICAL PROCESS

"The ideal critic is perhaps much like a thermos bottle; full of warmth, he suggests the presence of heat within him without radiating it."—George Jean Nathan.

The thermos bottle seems to me
A symbol far too still and static
To stand for critic artistry,
Musical, lit'ry or dramatic.

The man of critical intent,
Bent on becoming a first-rater,
Should boast a head ebullient
And perky as a percolator;

A head where inner warmth abounds,
Bubbling with notions self-contained;
Brewing, from raw creative grounds,
A product clarified and strained.

Like percolators, more or less,
Your criticaster should react:
When critics blurb, spill, effervesce,
Doubt not their little domes are cracked.
—Keith Preston, Chicago *Daily News.*

Savannah Book Shop Has Reader's Transportation

S. B. S. LINES

ISSUED BY
SAVANNAH'S BOOK SHOP
SELLERS OF
DISTINCTIVE GOODS
SAVANNAH, GA.
GOOD FOR THE
FIRST-CLASS PASSAGE
OF

GOOD FOR DATE PUNCHED	
JAN	JUL
FEB	AUG
MAR	SEP
APR	OCT
MAY	NOV
JUN	DEC

TO THE OPENING OF
SAVANNAH'S BOOK SHOP
on the date punched in margin, subject to conditions shown below.
This ticket is issued to you as a special invitation to visit the display to be made by our Shop, in the hope and belief that there will be many things of interest to you.

Day	1
2	3
4	5
6	7
8	9
10	11
12	13
14	15
16	17
18	19
20	21
22	23
24	25
26	27
28	29
30	31

CONDITIONS

LIMIT. There is practically no limit to the bargain possibilities of our line.

STOPOVERS cheerfully allowed at any or all points of interest that will be shown you. You will find them all good values.

TRANSFERABLE? Certainly. This ticket is transferable to any member of your family and will be gladly honored any time.

REDEEMABLE. If it happens that you or your family are unable to visit our display on the date shown, please remember that there is a standing invitation for you to come at any time.

E. E. Hackney, Manager 1920

SAVANNAH'S BOOK SHOP LINES
OF CHILDREN'S BOOKS AND GAMES

104
1920

Good for First Class Passage
Through the Line of
DISTINCTIVE THINGS FOR CHILDREN
Date punched in margin, also at all other times.
ISSUED FROM OUR SHOP
104 Broughton, East

Good if Attached or Detached

SAVANNAH'S BOOK SHOP LINES
OF BOOKS THAT YOU WANT

104
1920

Good for First Class Passage
Through Our Line of
DISTINCTIVE BOOKS
Any date desired, via the Line of S. B. S. Service
ISSUED FROM OUR SHOP
104 Broughton, East

Worthless If Detached

The Censorship of Rabelais

THE suit against John G. Kidd of Stewart Kidd Company of Cincinnati for the sale of Rabelais which was reported last week has caused widespread comment and editorials. Mr. Kidd now reports that he will not fight the case but has agreed with the District Attorney to discontinue the sale of such books as "Decameron" and Rabelais, and has also agreed to destroy the plates and stock on hand of the edition of "Decameron" which his firm published. The Rabelais which had been sold was not published by Stewart Kidd but by Donohue, an edition widely handled in the book-trade. The case was brought by Mr. Angiers, the Post Office Inspector and Western representative of the Society for the Suppression of Vice. Stewart Kidd Company was brought into court two years ago in connection with the publishing of a thin paper edition of "Decameron" which contained the full translation of all the stories. At that time their attorney stated for them that they would not sell the "Decameron" thru the mails again, and this they have ceased to do, nor have they advertised for business on the "Decameron." They have had letters asking for the book but refused to quote. As the books have been withdrawn from sale and the store has taken from its shelves all classics of this kind, the case does not appear to be likely to become the occasion for a test decision which is much needed. The high court in New York State gave the opinion some years ago that in the case of classics of this kind the selling method was to be judged and not the book itself which had its own recognition as literature.

Books of the Month

Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

If Winter Comes. By A. S. M Hutchinson. *Little, Brown.*

To the Last Man. By Zane Grey. *Harper.*

The Sheik. By Edith M. Hull. *Small, Maynard.*

The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*

Helen of the Old House. By Harold Bell Wright. *Appleton.*

Her Father's Daughter. By Gene Stratton-Porter. *Doubleday, Page.*

NON-FICTION

The Outline of History. By H. G. Wells. *Macmillan.*

Mirrors of Washington. Anonymous. *Putnam.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

Woodrow Wilson As I Know Him. By Joseph Tumulty. *Doubleday, Page.*

Queen Victoria. By Lytton Strachey. *Harcourt, Brace.*

Mirrors of Downing Street. Anonymous. *Putnam.*

An Educational Renaissance

THE article by Joy Elmer Morgan printed in this issue was delivered as an address before the annual meeting in January of the National Association of Book Publishers and made a marked impression for its vision and prophecies. Some conception of what is going on in the larger aspects of educational progress is a necessary part of the equipment of a publisher today and of the general knowledge of the booksellers. Writing from the headquarters of the American Library Association after reading the text of this speech, Sarah C. N. Bogle, the Assistant Secretary said:

"I wish every library school student could have his attention called to Mr. Morgan's 'Educational Renaissance and the Book Publisher' as delivered before the National Association of Book Publishers."

NOT ONLY FLOYD DELL (RIGHT) BUT "THE MOON CALF" AND "THE BRIARY BUSH" APPEARED RECENTLY AT A GREENWICH VILLAGE COSTUME BALL.

Attention to Advertising Literature

THIRTEEN public libraries in the leading Canadian cities from Halifax to Vancouver have received a library of fourteen books, which will be known as the "Anson McKim Memorial Section on Advertising Topics." These are a memorial to a pioneer leader in Canadian advertising, and the collection will be gradually extended by the Canadian Press Association, which has endowed the idea from funds raised by voluntary subscription. The first books sent out were:

"Advertising, Its Principles and Practice," by Harry Tipper, H. L. Hollingsworth, George B. Hotchkiss and Frank Alva Parsons.

"Advertising as a Business Force," by Paul Cherington.

"The Business of Advertising," by Ernest Elmo Calkins.

"The Typography of Advertisements that Pay," by G. P. Farrar.

"Newspaper Advertising," by G. H. E. Hawkins.

"Making More Out of Advertising," by Wheeler Sammon.

"Scientific Distribution," by C. H. Higham.

"Scientific Selling and Advertising," by Arthur Dunne.

"Dawson Black, Retail Merchant," by Harold Whitehead.

"Practical Publicity," by Truman A. de Weese.

"Writing an Advertisement," by S. Roland Hall.

"Volume 600 of International Library of Technology."

"Volume 610 of International Library of Technology."

"Volume 1020 of International Library of Technology."

Women as Writers

WILLIAM Ellsworth writes in a recent number of the New York *Times Book Review:*

"One-quarter of all the professional writers of the country live here in New York and Brooklyn—to be exact, 461 out of 1,897. I do not include journalists or the many college professors who write occasional books, but only those who are called authors in Who's Who. Probably comparatively few of them were born here, for if a writer's locale is of the mountain or the sea or the plain, then mountain, sea or plain must have been the environment of the formative years. Bret Harte continued to write California mining stories long after he had put that State behind him.

"Of these 461 New York authors—to give a little more statistical information—302 are men and 159 are women, and it is likely that the proportion holds good thruout the country. About two-thirds of our authors are men and one-third women; and yet, in spite of this great number of women, the American Academy—which President Thomas of Bryn Mawr has effectively dubbed the American Men's Academy—has so far considered only Julia Ward Howe as worthy of a seat in its assemblage. Publishers and editors have known for years that in one branch of literature—and a very important one, imaginative literature—women are doing as notable work as men, and have been doing it for at least a generation; and I would go so far as to say that if you place side by side the names of American men and women who are doing today the best work that is being done in fiction, the women will outnumber the men."

De Luxe Books in Paris

THE Paris newspaper *Humanité* says of the modern tendency in finely illustrated books:

"There are a great many de luxe books printed nowadays. A number of the newly rich have gone in for book collecting and their desires in this direction have to be satisfied in some way or other. From this comes an overproduction of books printed on beautiful paper, in types more or less elegant or fantastic or unusual, and illustrated by engravings. Rarely does all this make for an artistic whole such as is found in the books of the fifteenth century or, to give more modern examples, in those of William Morris or Cobden Sanderson.

"Nevertheless illustrators have learned something in these last few years. The greater part of them avoid imitations of paintings and try to make prints that will harmonize typographically with the text. They are much inspired by models from the past, often adding thereto amusing individual fancy. Notable examples of this are the compositions of Daragnes for the editions of the "Banderole," and those of Le Breton for the "Cyrano de Bergerac" of Rostand.

"But the deep spiritual tie between the artist and the author, the interpretation of a text that one has loved and tenderly dwelt on, remains a very rare thing, and it is this that makes one appreciate especially the beautiful drawings of Bernard Naudin for Diderot's "Neveu de Rameau." With a sense of humor that recalls the old English caricaturists, with a fine and witty pencil, Bernard Naudin has reproduced all the wit of the text, the pleasant spirit of mocking observation of the eighteenth century, sharp and good-natured, fearless, but not brutal, always full of elegant subtilities."

Current Clippings

THE MACMILLAN CO. OF CANADA, Limited, have assumed the exclusive agency for Canada for the publications of Alfred Knopf, New York, effective from the first of the year.

THE FEBRUARY issue of *Mentor* will contain an article by Frederick O'Brien, "The Lure of the South Seas," which will be accompanied by a gravure section.

MARGOT ASQUITH, who has been lecturing over here, for the last few weeks, is planning to write a book about America.

The books of Edward Howard Griggs are now published by the Orchard Hill Press, Yonkers, N. Y., of which Alvin M. Higgins is manager. These books were formerly published by B. W. Huebsch. The Orchard Hill Press also publishes the handbooks to courses.

JUST ABOUT a year ago, the mother of Marie Bashkirtseff, died at Nice. She had kept all of her daughter's possessions untouched since Marie died in 1884. It has just been found that a casket among Madame Bashkirtseff's belongings contained a further dairy of Marie's, filled with her scrawling, nervous, almost feverish writing.

THE *Nation* prize of one hundred dollars, offered in its annual poetry contest, has been divided between two poems: "The Ranch in the Coulee," by Gwendolen Haste of Billings, Montana, and "In Memoriam," by Martin Feinstein of 117 Taylor Street, Brooklyn, New York. "In Memoriam" is a poem of sixteen stanzas which will probably suggest comparison with "Three Soldiers."

THE AUTHORS' CLUB announced at its thirty-ninth annual meeting January 26 that a large majority of its 260 members had voted that the book of the most enduring value to American literature published during 1921 was "The Collected Poems of Edwin Arlington Robinson."

E. PHILLIPS OPPENHEIM, author of over seventy volumes of fiction, has just reached this country on the Adriatic, his last visit having been ten years ago. Mr. Oppenheim is accompanied by his wife, who was Miss Elise Hopkins of Chelsea, Mass. He announces that he will not attempt any lectures, but his public appearances will be restricted to those on several golf courses. His publishers are announcing that his next volume will be called "The Great Prince Shan" and that it will deal with world politics in 1934.

WILLIAM JEAN LAVARRE, of Richmond, Virginia, has returned from his third trip on the Mazaruni river British Guiana, and has brought back with him the largest diamond ever discovered in North or South America, a thirty and one quarter caret stone, known as the Kurupung diamond. Mr. Lavarre will go back to the diamond country this month for further exploration of the mining fields. His first book, "Up the Mazaruni for Diamonds," describing his initial trip in 1917 is published by the Marshall Jones Company, which will have a new book from him this spring. It will be called "Drumonds." Mr. Lavarre, so the report goes, has had to have police protection for his jewel.

THERE IS a report from Germany, says the New York *Times*, that the Crown Prince will publish a book this year. In fact, if the first book is successful, it is said that he has material for a number of books collected. The Crown Prince's first book will deal with his memoirs from birth to the outbreak of the World War. The second book covers the period from the World War to Wieringen. Volume III will cover everything since then and reminiscently before. The Crown Prince's first book will be published by the Cotta Publishing Company of Stuttgart, which gained international notoriety as the publishers of Bismarck's third volume. This first book will be published in the late Spring, probably in April.

LITERARY ITALY is still laughing over the pep of Antonio Quattrini, who invented the "J. P. Morgan Award," gave it to himself and made his book sell as a curiosity. In August 1921 the Italian Press was requested to publish the following announcement: "The James Pierpont Morgan Foundation, which suspended its award of prizes for the period of the war, has now reopened its offices in Paris, and will assign, within the next three months, its annual prize for the best production of Italian literature." The prize was announced as 50,000 lire and authors were invited to submit manuscripts to a certain Berthier in Paris. Late in November, it was stated that the J. P. Morgan prize had been awarded to the Venetian writer, Antonio Demande Quattrini for his novel "The Slave of Beauty." And bundles of the novel began to arrive C. O. D at the booksellers' shops. Who Mr. Quattrini is is still unknown. "The Slave of Beauty" seems to be the work of an illiterate, it is said, quite ignorant of spelling and syntax. Newspapers have received frequent letters from him threatening suits for slander, denouncing his critics and defending "The Slave of Beauty." Curio hunters are buying the book, and the booksellers who refused the bundles of books C. O. D. are very much disgusted.

Book Trade Salaries in France

THE National Committee of the "Federation of the Book" in France concerned itself mainly, during 1921 with an attempt to establish some relation between salaries and the cost of living. In the more important parts of the country such as Paris, Lyon, Marseilles, Lille, Bordeaux, etc., an agreement was made that salaries should be raised tri-monthly to meet the rise in the cost of living. Conversely, they should be lowered if the prices of necessities went down. This agreement was not in force, however, in most sections of France where the matter had to be thrashed out amid often much bitterness on both sides.

Valuable Book Lost

RICHARD LE GALLIENNE has lost a valuable copy of a first London edition (1882) of Oscar Wilde's "Poems," inscribed by the author. The book was lost in a taxi near the Grand Central station or in the waiting room there, on November 19. Mr. Le Gallienne hopes that any bookseller to whom the book is offered for sale will communicate with him in care of The PUBLISHERS' WEEKLY.

New York Holdup

A MAN representing himself to be from A. R. Taylor Co. of Memphis called at George H. Doran Co.'s office last Saturday afternoon, told a long story of a motor ride to New York and subsequent exhaustion of funds. The amount borrowed on a well-connected story has not yet been returned, as is often the case with Saturday afternoon borrowings. Others of the trade may have the same case presented to them.

Correction

Adams, James G., ed.—"Review of the American Forces in Germany," was entered in the PUBLISHERS' WEEKLY Weekly Record, Dec. 31, 1921, as being published by the author at A. P. O., 927, Coblenz, Germany. The American distributors of this book are The George A. Banta Pub. Co., Menasha, Wis., and the price is $1.50 instead of $1 as quoted in the Weekly Record of the above date. It is also published in Morocco at $3.

Personal Notes

VICTOR W. CUPPLES, of the Cupples & Leon Co., sailed Feb. 4th on the steamer "Empress of Scotland" for an extended Mediterranean trip which will include Egypt and the Holy Land, returning via Paris and London about May 1st.

ALEXANDER GROSSET, president of Grosset and Dunlap, is making rapid and successful recovery from an operation for appendicitis which was performed at the Greenwich, Conn., Hospital last Saturday.

Business Notes

ATLANTIC CITY.—Ogilvies Book Store has opened at 33 South Pennsylvania Avenue.

GREENWICH, CONN.—Mrs. Charles V. C. Clarke has started a new shop.

HARRISBURG, PA.—A. M. Aurand, proprietor of the Aurand Book Store, 925 North Third street, has purchased the three-story brick dwelling in which the store is located. Mr. Aurand, who has conducted a bookstore at the North Third street location for the last five years, plans extensive improvements to the building. The storeroom will be enlarged, giving it a length of 130 feet and extending to the street in the rear of the building. When the alterations are completed, about 100,000 volumes in new, old and rare books, on almost every subject, will be carried in stock.

LOS ANGELES, CAL.—Dawson's Book Shop moved, in January to 627 So. Grand Ave., a retail district. The new location is around the corner from C. C. Parker, and Jones Bookstore and a half block from Robinson's Book Dept. On January 1, Ernest Dawson, the sole proprietor, took his brother-in-law, Warren S. Rogers, into the firm as junior partner. The store handles nothing but books.

LOS ANGELES, CAL.—Loffand & Russell recently started a second hand bookstore.

NEW YORK CITY.—Madison Avenue Book Store, Inc., will move on February 20, from 575 Madison Ave. to 558 Madison Ave., between 55th and 56th streets.

NEW YORK CITY.—Harry J. Salzberg has withdrawn from the Book Readers' Service Bureau and has started a book shopping service at 105 West 40th St. His slogan is "Any book wanted, by mail, when wanted."

NEW YORK CITY.—The New York Book Co. has changed operating plans and will, during 1922, in addition to its own public, represent several lines in publishing in kindred fields. It is not ready as yet to give these plans publicity.

ROCK ISLAND, ILLINOIS.—The Vaile Co. and Pierre S. Palmer have consolidated their businesses.

SUPERIOR, WIS.—Brommel's Book Shop has opened. Harold R. Johnson, manager.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Aaron, Charles Dettie
Diseases of the digestive organs; with special reference to their diagnosis and treatment; 3rd ed., thoroughly rev., il. with 164 engravings, 48 roentgenograms and 13 col. plates. 904 p. O [c. '15-'21] Phil., Lea & Febiger $10 n.

Abbott, Alexander Crever
The principles of bacteriology; a practical manual for students and physicians; 10th ed. thoroughly rev., with 121 il., 31 of which are colored. 17+686 p. front. il. (part col.) col. pls. pors. diagrs. D [c. '92-'21] Phil., Lea & Febiger $4 n.

Allen, Charles Ricketson
The foreman and his job; a handbook for foremen and for leaders of foremen's conferences; a companion book to The instructor, the man and the job. 9+526 p. diagrs. D [c. '22] Phil., Lippincott $3.50 n.
A suggestive handbook for the foreman or state executive who is interested in developing his subordinates.

Appleton, Everard Jack
The quiet courage and other songs of the unafraid; 3rd rev. and enlarged edition. 112 p. D [c. '22] Cin., Stewart Kidd Co. $1.25 n.

Ausonius, Decimus Magnus,
Ausonius; with an English tr. by Hugh G. Evelyn White; in two volumes; [v. 2], With the Eucharisticus of Paulinus Pellaeus. 367 p. S (Loeb classical library) '21 N. Y., Putnam $2.25 n.

Ayer, N. W., and Son
American newspaper annual for 1922. 1367 p. maps O [c. '22] Phil., N. W. Ayer & Son, 302 Chestnut St. $15 n.

Bedford, Edgar Alden
General science; a book of projects. 23+387 p. front. il. maps diagrs. D [c. '21] Bost., Allyn & Bacon, 50 Beacon St. $1.40 n.

Beman, Lamar Taney, comp.
Selected articles on current problems in taxation. 8+350 p. (4 p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. $2.25 n.
Selected articles on the study of Latin and Greek. 51+237 p. (22¼ p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. $1.80 n.

Bray, William Crowell, and Latimer, Wendell Mitchell
A laboratory manual of general chemistry for use in colleges. 72 p. il. O c. '21 Berkeley, Cal., Lederer, Street & Zeus Co. 50 c. n.

Brooklyn daily eagle almanac, 1922. 560 p. O c. '22 Brooklyn, N. Y., Brooklyn Daily Eagle $1.50

Browning, Robert
Selections from Browning's poems; ed. by J. Charles Hazzard. 21+93 p. front. (por.) D (Academy classics) [c. '21] Bost., Allyn & Bacon 50 c. n.

Brumley, Oscar Victor
A text-book of the diseases of the small domestic animals. 24+672 p. D c. '21 Phil., Lea & Febiger $4.75 n.

Byers, Andrew L., comp.
Countries and customs. 95 p. il. O (Boys and girls ser. 9) [c. '21] Anderson, Ind., Gospel Trumpet Co. 75 c.

Anderson, William Hamilton
The "Yonkers plan" for prohibition enforcement; together with a system of local organization which any community can use to develop a sound, active public sentiment for law and order; a text book and working manual for community use. 96 p. nar. O c. '21 Westerville, O., American Issue Pub. Co. pap. 25 c.; 50 c.

Atkeson, Mary Meek
A study of the local literature of the upper Ohio valley; with special reference to the early pioneer and Indian tales; 1820-1840. 62 p. (1½ p. bibl.) O (Bull. v. 26, no. 3; Contributions in English no. 2) '21 Columbus, O., The Ohio State University pap.

Balfe, K. I.
The maiden's prayer [verse]. 6 p. T [c. '21] Bost., Four Seas pap. apply

Bradbury, Harry Bower
Topical index digest of the New York Civil practice act and rules of civil practice; with amendments to October 1, 1921; containing also much explanatory matter and many comparisons with the Code of civil procedure and the old General rules of practice showing wherein the new practice differs from the old. 236 p. O [c. '21] N. Y., Marion L. Shaw, 141 B'way pap. apply

Bradley, Walter W.
California mineral production for 1920; with county maps. 217 p. front. tabs. (part fold.) maps (part fold.) O (Bull. no. 90) '21 San Francisco, Cal., California State Mining Bureau, Ferry Bldg. pap.

Callimachus and Lycophron
Callimachus and Lycophron; with an English tr. by A. W. Mair; Aratus; with an English tr. by G. R. Mair; [with bibliographies.] 643 p. fold. star maps S (Loeb classical library) '21 N. Y., Putnam $2.25 n.

Campbell, Kenneth
John Masterson; or, Passion and the priest; a metrical narrative. 40 p. front. (por.) S [c. '21] San Diego, Cal., Campbell Press, 807—8th St. 75 c.

Cassidy, Massillon Alexander
Golden deeds in character education. 15+91 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill 65 c. n.

Churchward, Albert
Origin and evolution of the human race. 15+511 p. front. pls. pors. diagrs. plans O '22 N. Y., Macmillan $12.50 n.
The author points out that man originated in Africa, and contends that the progress and evolution of the human race can still be studied from the lowest type of original man as he advanced up the scale.

Clark, Harriet Elizabeth Abbott [Mrs. Francis E. Clark]
Bible autobiographies and other Bible stories; with preface by Rev. Francis E. Clark. 185 p. S [c. '21] Bost., United Society of Christian Endeavor $1

Clunie, James
First principles of working class education. 202 p. il. O '20 Detroit, Mich., Marxian Educational Society, 5941 Jos. Campau Ave. $2

Conwell, Russell Herman
Why Lincoln laughed. 9+147 p. front. (por.) D c. N. Y., Harper $1.50 n.
Partial contents: When Lincoln was laughed at; Lincoln reads Artemus Ward aloud; What made him laugh; Why Lincoln loved laughter; Lincoln and John Brown.

Cooper, Courtney Ryley
The white desert; with front. by Anon Otto Fischer. 301 p. D c. Bost., Little, Brown $1.75 n.
A story of a man, almost beaten by circumstance, who goes to Colorado, atop the Continental Divide, to work out his salvation.

Cooper, Henry St. John
The garden of memories. 310 p. D [c. '21] N. Y., Doran $1.75 n.
A light romance of an old garden and the strange influence a love affair of long ago may have upon the present.

Cooper, Lane
Methods and aims in the study of literature. 224 p. O '21 N. Y., Harcourt, Brace $2 n.

Crannell, Philip Wendell, D.D.
Crannell's vest pocket lessons for 1922; international improved uniform series; 5th annual volume; ed. by W. Edward Rafferty. 205 p. nar. T [c. '21] Phil., Judson Press apply

Cummings, Mrs. Maria Sacramenta Lopez de
Claudio and Anita; a historical romance of San Gabriel's early mission days. 13+142 p. front. pls. por. O '21 Los Angeles, Cal., J. F. Rowny Press, Byrne Bldg. pap. $1.25; $2

David, Donald Kirk
Retail store management problems. 29+1050 p. (5½ p. bibl.) tabs. forms (part fold.) diagrs. O [c. '22] Chic., A. W. Shaw Co. $6.75 n.
Chapters on accounting, statistical, organization, merchandise, selling, stock, buying and general administrative problems.

De La Mare, Walter John
Memoirs of a midget. 436 p. O '21 c. '22 N. Y., Knopf $3 n.
"A novel in the form of the curious mental and physical aspects of the life of a diminutive person known as Miss M. Purporting to be drawn from a manuscript in the author's possession."

Denison, E. E.
The play of auction hands; 100 hands il. and analyzed, the first 72 hands explaining the play of declarant, and the balance of 28, the play of opponents of declarant, besides a discussion of certain features of auction, bidding and conventions. 284 p. il. D [c. '22] Bost., Lothrop, Lee & Shepard, 93 Federal St. $2 n.

Destiny (The) of America; with an appendix [What of Japan]; by The Roadbuilder. 16+269 p. tabs. map D [c. '21] Bost., A. A. Beauchamp, 603 Boylston St. apply

Domino, pseud.
The masques of Ottawa. 283 p. O '21 N. Y., Macmillan $2.50 n.
Critical studies of prominent men in public life in Ottawa, Canada.

Duran, Leo
Raw silk; a practical hand-book for the buyer; a study of raw silk production and filatures in European and Asiatic countries; the conditions of business on all the great markets of the world; a complete description of the management of an Italian filature; how to establish agencies and inspect raw silk in China and Japan; classification of European and Asiatic silks, and comparative prices; list of leading houses in the world dealing in raw silk, and other features; 2nd rev. ed. 216 p. front. (fold. diagr.) D '21 N. Y., Silk Pub. Co., 1123 B'way $3 n.

Cox, Robert Lynn
National health in the life insurance mirror; [an address delivered at the 15th annual meeting of the Association of life insurance presidents in New York city on December 8, 1921.] 12 p. tabs. O '21 N. Y. [Author] Metropolitan Life Insurance Co.

Crothers, Mrs. Elizabeth Mills
The ascent and other poems; foreword by David Starr Jordan. 51 p. front. (por.) O '21 San Francisco, Cal., Sunset Press $2

Dake, Charles Laurence
The problem of the St. Peter sandstone; submitted in partial fulfillment of the requirements for the degree of Doctor of philosophy, in the Faculty of Pure science, Columbia university. 228 p. (½ p. bibl.) fold. plan. fold. map pls. tabs. charts (Bull. August, 1921; v. 6, no. 1) '21 Rolla, Mo., School of Mines and Metallurgy, Univ. of Missouri pap.

Drum, Clinton P.
The dollar doctor; diagnosis and treatment of common ailments; arranged in alphabetical order. 67 p. O [c. '21] Los Angeles, Cal., Giles Pub. Co. $1

Ellis, Carleton, and MacLeod, Anna Louise
Vital factors of foods; vitamins and nutrition. 500 p. il. O c. '21 N. Y., Van Nostrand $5 n.

Erskine, John
The moral obligation to be intelligent, and other essays; new and enl. edition. 9+193 p. D '21 N. Y., Duffield $1.50 n.

Esarey, Logan
History of Indiana. 12+362 p. il. pls. maps facsms. D [c. '22] N. Y., Harcourt, Brace $2 n.

Evarts, Hal George
The settling of the sage; with il. by Douglas Duer. 300 p. front. pls. O c. N. Y., Little, Brown $1.75 n.
A story of a virile young ranchman's fight for the rights of the honest stock raisers and for the interests of the girl he loved.

Feather, William
As we were saying. 144 p. D c. '21 Cleveland, O., William Feather Co., Caxton Bldg. $1.50
Inspirational essays, among which are The great men; Our best work is easiest; Bet on yourself; What is advertising; Noise is wasteful; Pipe-smoking; I want to live now; Our obligation to critics; Ignorance is criminal.

Fletcher, William L.
How to get the job you want. 10+449 p. (91 p. bibl.) facsms. D c. Bost., Houghton Mifflin $3 n.
Partial contents: Analyzing your problem; Studying the market; Fundamentals of salesmanship; How to approach a prospect; How to answer a "want" advertisement; How to run a "want" advertisement; Direct mail campaigns; How to dominate the interview; Tips for the recent graduate; The problem of the man over forty-five.

Foster, Robert Frederick
Foster on auction; a complete exposition of the latest developments of modern auction; including the most recent variations: Contract bridge, Stop-gap and Dummy-up; with the full code of the official laws and 137 deals from actual play; few rules—many examples; [9th ed.] 9+410 p. D [c. '18-'22] N. Y., Dutton $2 n.

Fox, David
Ethel opens the door; an exploit of The Shadowers, inc. 337 p. D c. N. Y., Robert M. McBride & Co., 7 W. 16th St. $1.90 n.
The story of the exploits of a band of reformed criminals in uncovering a cleverly concealed mystery.

Freeman, John
Music; lyrical and narrative poems; [with a por. of the author from an unpublished drawing by Wiliam Rothenstein.] 7+189 p. D '22 N. Y., Harcourt, Brace $2 n.
A collection of all the author's poems written since the publication of his "Poems Old and New."

Gartner, Karl Knox
Commentaries on the Interstate commerce act; important: the appendix contains The act to regulate commerce and the Interstate commerce act in parallel columns, section by section. 173 p. O c. '21 N. Y., The Traffic Pub. Co., 150 Lafayette St. buck. $3 n.

Gates, Eleanor [Mrs. Frederick Ferdinand Moore]
The rich little poor boy. 8+419 p. front. D c. N. Y., Appleton $2 n.
The story of a child of the slums who found happiness and contentment thru the magic of his own mind.

Glass, Edward L. N., comp.
The history of the Tenth cavalry, 1866-1921 [colored]. 141 p. col. front. il. O '21 Tucson, Ariz., Acme Pr. Co. $2.50 n.

Goldberg, Isaac, tr.
Plays of the Italian theatre; one act contemporary drama by Verga, Pirandello, Morselli and Lopez. 202 p. O c. '21 Bost., J. W. Luce bds. $2 n.

Gourmont, Remy de
The book of masks. 265 p. O c. '21 Bost., John W. Luce & Co., 212 Summer St. bds. $2 n.

Hamlin, Mary P.
The rock; a play in three acts showing the character development of Simon Peter. 37 p. O [c. '21] Bost., The Pilgrim Press, 14 Beacon St. pap. 35 c.

Hartrick, Archibald Standish
Drawing, from drawing as an educational force to drawing as an expression of the emotions; with a foreword by George Clausen; [ed. by F. Morley Fletcher.] 13+102 p. pls. (part col.) pors. D '21 N. Y., Pitman $3.50 n.

Head, Mrs. R. E.
The lace and embroidery collector; a guide to collectors of old lace and embroidery. 252 p. front. pls. D '22 N. Y., Dodd, Mead $2.50 n.
Intended primarily for the collector of old lace and embroidery whose means are small, with samples selected accordingly.

Edgar, John H., D.D., ed.
Introits for the seasons of the Christian year to be said or sung as the priest takes his place at the altar for the celebration of the Holy Communion; selected by the compilers of Hymns ancient and modern from the Sarum missal. 18 p. T [n. d.] Milwaukee, Wis., Morehouse Pub. Co., 1801 Fond du Lac Ave. pap. 8c.

Emmerson, Louis L., ed.
Blue book of the state of Illinois; 1921-1922. 11+935 p. col. front. pls. pors. O ['21] Springfield, Ill., Secretary of State apply

Feipel, Louis Nicholas
Our rich but neglected old naval historical literature; [reprinted from the United States Naval Institute proceedings, v. 48, no. 1, whole no. 227.] various paging O '22 Brooklyn, N. Y. [Author], 26 Brevoort Place pap.

International Conciliation
Peace through conferences; 1, Text of an address delivered by Mr. Lloyd George at Central hall, Westminster, London, on Jan. 21, 1922; 2, Text of the resolution of the Supreme council calling the Genoa conference. 47 p. D (No. 171) '22 N. Y., American Assn. for International Conciliation, 407 W. 117th St. pap.

1, Treaty of peace between the United States and Germany; 2, Treaty of peace between the United States and Austria; 3, Treaty of peace between the United States and Hungary. 20 p. D (No. 170) '22 N. Y., American Assn. for International Conciliation pap.

Hildebrand, Arthur Sturges
The parlor begat Amos. 323 p. D [c. '22] N. Y., Harcourt, Brace $1.90 n.
A study of the influence of a conventional and timid middle class American family on a sensitive boy whose whole life is stunted by what the atmosphere of the front parlor of his home signifies.

Hirschbein, Perez
The haunted inn; a play in four acts; tr. from the Yiddish by Isaac Goldberg; [sometimes played under title The idle inn.] 163 p. O c. '21 Bost., J. W. Luce bds. $2 n.

Huse, Sibyl Marvin
Twelve baskets full. 18+650 p. front. (por.) diagr. O c. N. Y., Putnam $5 n.
Letters to Mary Baker Eddy and Augusta E. Stetson, together with chapters on Christian Science.

Ibbetson, Willie Waite Skirrow
Motor and dynamo control, theory and practice; a book for the motor and switchboard attendant, and all engineers who have the care and control of electrical machines under their supervision. 8+487 p. il. O '21 N. Y., Spon & Chamberlain, 120 Liberty St. $6.30 n.

Irving, A. S.
Short notes and mnemonics of anatomy. 123 p. S '20 Chic., Chicago Medical Book Co., 435 S. Honore St. pap. 40 c.

Isler, C.
Well-boring for water, brine and oil; a manual of current practice; 3rd ed., rev. and enl. 7+259 p. front. il. O '21 N. Y., Spon & Chamberlain, 120 Liberty St. $4.80 n.

[Jahn Hugo]
A book of type sheets for advertising layout men, designers, and schools of printing containing alphabets of well-known typefaces, arranged in columns according to their width or "set" in points. 28 p. Q [c. '21] Bost., Wentworth Inst. School of Printing $2.50

Jaques, E. Parker
Out-door reveries; il. by Francis Lee Jaques. [verse] 130 p. il. D [c. '20] Kansas City, Mo., Burton Pub. Co. $2.50 n.

Johnsen, Julia E., comp.
Selected articles on the negro problem. 35+370 p. (23 p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. $2.25 n.

Johnson, Columban A.
Coal, oil, gas and electricity; our natural resources. 107 p. front. (por.) il. tabs. O c. '21 McKeesport, Pa., [Author], 324—5th Ave. $5
Partial contents: Creation: mineral, vegetable and animal life; The formation of coal, oil, gas and other minerals; Caverns; Glacier periods; Natural gas; What are waves of electricity?; Health conservation; Trees, plants, foliage and flowers.

Jones, Mary Ethel
A laboratory study of household chemistry. 15+173 p. tabs. D [c. '21] Bost., Allyn & Bacon 80 c. n.

Jowett, John Henry, D.D.
The eagle life and other studies in the Old Testament. 164 p. D [c. '22] N. Y., Doran $1.50 n.
Partial contents: Visiting the great yesterdays; The school of hungar; Largeness of heart; The divine side of things; The strength of the insignificant; The sound sleep of cowardice.

The friend on the road and other studies in the Gospels. 7+208 p. D [c. '22] N. Y., Doran $1.50 n.
Partial contents: The challenge of the closed door; How the best things become ours; The buoyancy of faith; The life I should live; Hating the light; The great act of receiving.

Kameneff, Leon
Dictatorship of the proletariat. 16 p. O '21 Detroit, Mich., Marxian Educational Society pap. 10 c.

Kelsey, Leroy Huron
Poems of optimism. 7+198 p. D [c. '20] Kansas City, Mo., Burton Pub. Co. $2.50 n.

Knapp, Jessie Thomas
Taking forth the precious from the vile; rev. and enl. edition. 220 p. O [c. '20] Menasha, Wis., Banta Pub. Co. $1.50 n.

Landau-Aldanov, M. A.
Lenin; authorized tr. from the French. 9+241 p. D [c. '22] N. Y., Dutton $3 n.
Partial contents: The stages of Lenin's career; Lenin's writings from 1894 to 1904; The philosophical ideas of Lenin; The personality of Lenin; Some fundamental ideas of Bolshevism; The Socialism of the near future: Jean Jaures; Theories that are dead and ideas that endure.

Latane, John Holladay
A history of the United States. 8+636+28 p. front. (por.) il. maps (part fold.) D (Allyn and Bacon's ser. of school histories) [c. '21] Bost., Allyn & Bacon $2 n.

Leigh, James Wentworth, D.D.
Other days; with a preface by Owen Wister. 255 p. front. (por.) pls. pors. O '21 N. Y., Macmillan $6 n.
The autobiography of the late Dean of Hereford.

Lenin, Nicolai, pseud. [Vladimir Ulyanoff]
Great initiative. 32 p. O '21 Detroit, Mich., Marxian Educational Society pap. 15 c.
Left wing communism. 118 p. O '21 Detroit, Mich., Marxian Educational Society pap. 50 c.

Johnson, Julia E., comp.
Cancellation of the allied war debt. 16 p. (1 p. bibl.) D '22 N. Y., H. W. Wilson Co. pap. apply

Laude, G. A.
The breeding herd and its produce; a brief and concise work on selection, feeding, care and marketing of farm cattle; with special reference to beef breeds. 94 p. il. D c. '21 Iola, Kas., The Laude Pr. Co. 50 c.

League (A) of Nations
Washington agreement on capital ships; Disarmament on the Great Lakes; Unfortified frontiers. various paging D (v. 4, no. 5) '21 Bost., World Peace Foundation, 40 Mt. Vermon St. pap. 5 c.

Levitas, Arnold
The making of a school paper; [extract from The American Printer.] no paging D '21 Jersey City, N. J., W. A. Hildebrand, 21 Montgomery St. pap. 25 c.

Lippincott, William Adams
Poultry production; 3rd ed., thoroly rev., il. with 243 engravings. 8+541 p. il. fold. form diagrs. D '21 Phil., Lea & Febiger $3 n.

Living (The) church annual; the churchman's year book and American church almanac, 1922; 92nd year of American church almanac; 69th year of Churchman's almanac; 41st year of Living church annual; 1st year of complete consolidation. 576 p. fronts. (pors.) il. tabs. D [c. '22] Milwaukee, Wis., Morehouse Pub. Co. pap. $1; $1.25 n.

Lockwood, Francis Cummins, and Thorpe, Clarence De Witt
Public speaking today; a high school manual. 24+264 p. (14 p. bibl.) D [c. '21] Chic., B. H. Sanborn & Co., 623 S. Wabash Ave. $1.40

Loveland, Seymour
Hero stories from the Old Testament, retold for young people, il. with half-tone reproductions of paintings by famous artists. 10+310 p. front. pls. D [c. '21] Chic., N. Y., Rand, McNally & Co. $1.50 n.

Lozovsky, A.
Trade unions in Soviet Russia. 92 p. O '20 Detroit, Mich., Marxian Educational Society pap. 50 c.

Lucian, Lucianus Samosatensis
Lucian; with an English tr. by A. M. Harmon in eight volumes; [v.] 3. 491 p. S (Loeb classical library) '21 N. Y., Putnam $2.25 n.
Partial contents: The dead come to life, or The fisherman; The double indictment, or Trials by jury; The ignorant book-collector; On salaried posts in great houses.

Lutheran (The) world almanac and annual encyclopedia for 1922; comp. and ed. by The statistical and year book committee of the National Lutheran council: Rev. O. M. Norlie [and others]; authorized and published by the National Lutheran council: Rev. Lauritz Larsen, D.D. [and others; introd. by Howard R. Gold.] 384 p. front. tabs. diagr. pors. O c. N. Y., The Lutheran Bureau, 437—5th Ave. $2

McClung, Mrs. Nellie Letitia Mooney
Purple springs. 335 p. D '22 Bost., Houghton Mifflin $1.90 n.
The story of a girl who healed her broken heart by going into politics.

MacGrath, Harold
The ragged edge; front. by George W. Gage. 313 p. D [c. '22] Garden City, N. Y., Doubleday, Page $1.75 n.
A study of character as it is assailed and moulded by the subtle languors of the South Seas, where a man roamed to forget his New England conscience.

MacMahon, Percy Alexander
An introduction to Combinatory analysis. 8+71 p. O '20 N. Y., Macmillan bds. $2.60 n.

McPherson, William, and Henderson, William Edwards
Laboratory manual, arranged to accompany the 2nd ed. of A course in general chemistry. 140 p. il. D [c. '21] Bost., Ginn $1.20 n.

Markward, Frank
Swing dat fiddle bow and other verses; il. by Harry Wood. 9+159 p. il. D [c. '20] Kansas City, Mo., Burton Pub. Co. $2.50 n.

Marquis, Don, i.e. Donald Robert
Poems and portraits. 10+134 p. D c. Garden City, N. Y., Doubleday, Page bds. $1.50 n.
Many of these poems appeared in the New York *Evening Sun*.

Material handling cyclopedia; a reference book covering definitions, descriptions, illustrations and methods of use of material handling machines employed in industry; comp. and ed. by Roy V. Wright, John J. Little and Robert C. Augur. 9+846 p. il. tabs. diagrs. Q [c. '21] N. Y., Simmons-Boardman Pub. Co., Woolworth Bldg. buck. $10; leath. $15

Menander
Menander; the principal fragments; with an English tr. by Francis G. Allinson. 31+539 p. (5 p. bibl.) front. (por.) S (Loeb classical library) '21 N. Y., Putnam $2.25 n.
Partial contents: The arbitrants; The girl who gets her hair cut short; The hero; Fragments from sixty seven other identified plays.

Mercer, John Edward, D.D.
Alchemy; its science and romance. 4+245 p. front. pls. pors. D '21 N. Y., Macmillan $3.50 n.
Partial contents: The art and its appeal; Myth and general history; Arabian alchemy; The philosopher's stone; Life of Bernard of Treves; Difficulties of interpretation; Advance and discoveries; Transition to modern chemistry.

Meredith, Albert B., and Hood, Vivian P.
Geography and history of New Jersey. 8+184 p. front. il. maps O c. '21 Bost., Ginn 84 c. n.

Miller, Warren Hastings
The sportsman's workshop; il. by Barse Miller. 136 p. front. (por.) il. pls. diagrs. S [c. '21] Cin., Stewart Kidd $1.75 n.
Partial contents: Tent making; Making pack and trail gear; Home-made tent stoves and cook kits; Leather working; Decoy making; Rod repairing and lure making; Making rod and gun cabinets.

Moszkowski, Alexander
Einstein the searcher; his work explained from dialogues with Einstein; tr. by Henry L. Brose. 8+246 p. O [n. d.] N. Y., Dutton $5 n.
Partial contents: Phenomena in the heavens; Education; An experimental analogy; Einstein's life and personality.

Munson, M. O.
Story of Peter Pan; [verse] no paging col. pls. O (Wearever toy books) [c. '21] Rochester, N. Y., E. M. Leavens Co. pap. 25 c.

Murray, Gilbert, i. e. George Gilbert Aimé
Tradition and progress. 221 p. O '22 Bost., Houghton Mifflin $3 n.
Partial contents: Religio gramatici: the religion of a "man of letters"; Aristophanes and the war party; Literature and revelation; National ideas, conscious and unconscious; Satanism and the world order.

McEvoy, Thomas Jefferson
South America. 79 p. col. maps O (No. 9, McEvoy's essentials of geography) c. '20 Brooklyn, N. Y. [Author], 6—3rd Ave. pap. 25 c.

Muse, Will D.
The hills o' hope [verse] 62 p. O [c. '20] Kansas City, Mo., Burton Pub. Co. $2 n.

Neal, Robert Wilson
Editorials and editorial writing; with an introd. by Henry J. Haskell. 394 p. O '21 Springfield, Mass., Home Correspondence School, Inc., 17 Worthington St. $3

Nicolson, Harold
Sweet waters; a novel. 278 p. D '22 Bost., Houghton Mifflin $1.75 n.
A story of the romance, adventure and intrigue of the Near East, with the plot laid in Constantinople.

Official (The) maps of New England; compiled from United States government surveys, official state surveys, and original sources; L. V. Crocker, topographer. 96 p. col. maps O [c. '21] Chester, Vt., The National Survey Co. pap. $1.95; $2.95

Official (The) maps of New York; compiled from United States government surveys; official state surveys, and original sources; L. V. Crocker, topographer. 80 p. col. maps O [c. '21] Chester, Vt., The National Survey Co. pap. $1.95; $2.95
Show all roads, state highways, railroads, trolley lines, town and county boundaries, every railroad station, steamship routes, postoffices, telegraph and express offices. All towns are indexed with hotel directory and 1920 population; a special key shows the banded pole routes, each in actual color which distinguishes that route.

Owen, John
The cotton broker. 308 p. D [n. d.] N. Y., Doran $2 n.
The story of a man who thru sheer force of personality, rose steadily from an ugly little office boy to the foremost man in the English cotton market.

Parsons, Eugene
The history of Colorado, [with Civil government of Colorado by Dorus R. Hatch]. 81 p. (3 p. bibl.) D c. '21 Denver, Col, Herrick Book & Stationery Co., 934—15th St. $1.60

Passano, Leonard Magruder
Calculus and graphs; simplified for a first brief course. 8+167 p. D c. '21 N. Y., Macmillan $1.75 n.
The author is associate professor of mathematics, Massachusetts Institute of Technology.

Potter, Beatrix
The tale of Peter Rabbit. no paging col. pls. O (Wearever toy books) c. '21 Rochester, N. Y., E. M. Leavens Co., Inc., 17 Elm St. pap. 25 c.

Pryde, Anthony
An ordeal of honor. 338 p. D '22 N. Y., McBride $2 n.
The story of a man accused of a crime in which he had no part, of misfortune heroically borne, and of a love which endures in spite of doubt and even degradation.

Quick, Herbert, i. e., John Herbert
Vandemark's folly; with il. by N. C. Wyeth. 420 p. front. pls. D [c. '22] Indianapolis, Ind., Bobbs-Merrill $2 n.
A novel of the Middle-Western pioneers.

Reinsch, Paul Samuel
Secret diplomacy; how far can it be eliminated? 231 p. (1½ p. bibl.) D [c. '22] N. Y., Harcourt, Brace $2 n.
Partial contents: Eighteenth century diplomacy; Old diplomatic correspondence; Napoleon III, Disraeli, Bismark; Entente diplomacy; The crisis of 1914; Parliament and foreign affairs; Recent American experiences.

Roche, Austin J.
Care and use of firearms by policemen. 51 p. pls. diagrs. il. pls. (part fold.) nar. S Buffalo, N. Y., Holfing Press, 498 Washington St. pap. $1 n.
Partial contents: The contempt of the yeggmen; The policeman a target; Antiquated revolvers; Protection while shooting; In searching prisoners; How to shoot; What to do with a pistol shot wound; Hints for policemen at the scene of a murder or a serious assault; Guard fingerprints; Ante-mortem statement.

Rohmer, Sax, pseud. [Arthur Sarsfield Ward]
Fire-tongue; front. by J. C. Coll. 6+304 p. D c. Garden City, N. Y., Doubleday, Page & Co. $1.75 n.
The story of the sinister influence and baffling mystery of a malign oriental cult that stretches its tentacles into Europe and beyond.

Rothenstein, William
Contemporary portraits; [sketches of twenty-four men.] 50 p. il. O '21 N. Y., Harcourt, Brace $7.50 n.

Rubinstein, Harold F., and Bax, Clifford
Shakespeare; a play in five episodes; with a preface by A. W. Pollard. 115 p. D '21 Bost., Houghton Mifflin bds. $1.50 n.
A play in which Shakespeare is "represented not as the darling alike of Nature and Fortune but as a credible man."

Sargent, Charles Sprague
Manual of the trees of North America; new enl. ed. 910 p. il. O [c. '05-'22] Bost., Houghton Mifflin $12.50 n.

Outline for the teaching of nutrition in elementary grades. 83 p. (2 p. bibl.) O [c. '21] Detroit, Mich., The Merrill-Palmer school

Pittsburgh. Carnegie Library
Books by Catholic authors in the Carnegie library of Pittsburgh; a classified and annotated list; 2nd ed. 325 p. O '21 Pittsburgh, Pa., Carnegie Library of Pittsburgh pap. apply

Ravenel, Mazyck Porcher, ed.
A half century of public health; jubilee historical volume of the American public health association; in commemoration of the 50th anniversary celebration of its foundation, New York city, November 14-18, 1921. 11+461 p. front. (por.) tabs. O [c. '21] N. Y., American Public Health Assn., 370—7th Ave. pap. apply.

Salmon, E. H.
Columns; a treatise on the strength and design of compression members; from a thesis approved for the degree of Doctor of science [engineering] in the University of London, 1921. 16+280 p. il. O (Oxford technical pub.) '21 N. Y., Oxford Univ. Press $11

Service Engineering Company
Reed service manual of starting—lighting—ignition; [loose-leaf]. no paging diagrs. Q '21 San Francisco, Cal., Service Engineering Co. $25 n.

Seward, Josiah Lafayette, D.D.

A history of the town of Sullivan, New Hampshire, 1777-1917; 2 v.; [with genealogies and family histories of all who lived in Sullivan since the settlement of the town.] 1620 p. il. pls. map O c. '21 Keene, N. H., The Estate of Rev. J. L. Seward; J. Fred Whitcomb, Executor $16

Sinclair, May

Life and death of Harriett Frean. 133 p. D c. N. Y., Macmillan $1.25 n.

A study of a sensitive woman's reactions to life.

Sorley, William Ritchie

Moral values and the idea of God; the Gifford lectures delivered in the University of Aberdeen in 1914 and 1915; 2nd ed. 19+527 p. O '21 N. Y., Macmillan $7.50 n.

Strauss, Joseph Baerman

By-products of idle hours; [verse]. 7+42 p. D [c. '21] Chic., [Author], 225 N. Michigan Ave. ooze priv. pr.

Street, Julian Leonard

After thirty. 273 p. D (Popular copyrights) [c. '19] N. Y., The National Book Co. 75 c.

Terhune, Anice Morris Stockton [Mrs. Albert Payson Terhune]

The eyes of the village; front. by John Ellison Brown. 315 p. D [c. '22] N. Y., The Macaulay Co., 15 W. 38th St. $1.75 n.

The story of a young clergyman and the two young women whom destiny threw into his life.

Thompson, E. J.

Rabindranath Tagore; his life and work. 14+112 p. front. O (The heritage of India ser.) '21 N. Y., Oxford Univ. Press $1.15

Thomson, Sir Joseph John

Rays of positive electricity and their application to chemical analyses; 2nd ed. 10+234 p. diagrs., pls. O (Monographs on physics) '21 N. Y., Longmans, Green $5.25 n.

Thompson, John

The clinical study and treatment of sick children; 3rd ed. 677 p. il. O '21 Chic., Chicago Medical Book Co. $10 n.

Thucydides

Thucydides; with an English tr. by Charles Forster Smith; in four volumes; [v.] 3; History of the Peloponnesian war, bks. V and VI]. 375 p. front. (por.) col. maps (part fold.) S (Loeb classical library) '21 N. Y., Putnam $2.25 n.

Waller, Edith

English for Italians; Lezioni d'inglese per gl'Italiani. 27+297 p. D [c. '21] N. Y., Brentano's $1.25 n.

Wells, Carolyn [Mrs. Hadwin Houghton]

The mystery girl. 349 p. D c. Phil., Lippincott $2 n.

A murder mystery story in which Fleming Stone is called in to solve the riddle of a college president's death.

Winship, George P., and others

The papers of the Bibliographical society of America; v. 14, pt. 1, 1920. 44 p. O [c. '22] Chic., Univ. of Chicago Press bds. apply

Zangwill, Israel

Merely Mary Ann; comedy in four acts adapted by Israel Zangwill from his story of the same name. 80 p. diagrs. O [c. '21] N. Y., S. French pap. 75 c.

Spalding, William Andrew

Snatches of song, with verses of lighter and more sober moods; souvenir ed. 215 p. front. (por.) D [c. '21] Los Angeles, Cal., [Author], 134 N. Gates Ave. $2.50 n.

Stock, Harry Thomas

Enduring elements of the Pilgrim spirit. 9 p. O (The Register, v. 11; no. 6) '21 Chic., The Chicago Theological Seminary, 5757 University Ave. pap

Story (The) of the Sacco-Vanzetti case; including

an analysis of the trial. 47 p. front. (pors.) il. diagrs. pls. O ['21] Bost., Sacco-Vanzetti Defense Committee, P. O. Box 37, Hanover St. Station pap. 10 c.

Stratton, Wade

1922 minstrel first-part; a complete routine for the circle. 29 p. D [c. '22] Chic., T. S. Denison & Co. pap. apply.

When cork is king; new crossfire conversations, end gags and retorts for male and mixed minstrels; monologues, skits, and stump speeches. 116 p. D [c. '21] Chic., T. S. Denison & Co. pap. 35 c.

Syracuse University

The class of 1904 of Syracuse university; a history; [foreword by Arthur L. Evans, class historian.] 174 p. front. pl. pors. O '21 Bost., Tudor Press, Inc. priv. pr.

Very, Frank Washington

The intrinsic harmony of science and religion; [English version from Revue de l'ere nouvelle, no. 3, July-Sept., 1921; pages 217-232.] 16 p. D [n. d.] N. Y., The Church for Service, 113 E. 24th St. pap.

Weller, Earle Vonard

California motorlogues; suggestions for one-day and week-end motor trips on the highways and byways of California; maps and layouts by V. Nahl; cover design by Jack Lustig; photographs by [the author], art work by "The Examiner" staff, under the supervision of E. Dunand; [reprinted from the Automobile section of the San Francisco Examiner. 7+50 p. il. maps Q c. '21 San Francisco, Cal., San Francisco Examiner $1

Winship, George Parker, and others

The papers of the Bibliographical society of America; v. 14, pt. 1, 1920. 44 p. O [c. '22] Chic., The University of Chicago Press pap.

Wittke, Carl

The history of English parliamentary privilege. 212 p. (3 p. bibl.) O (Bull. v. 26, no. 2; Contributions in hist. and political science no. 6) '21 Columbus, O., Ohio State University pap. apply

Zander, Charles

Phaedrus solutus vel Phaedri fabulae novae XXX; quas fabulas prosarias Phaedro vindicavit, recensuit, metrumque, restituit Carolus Zander. [A philological monograph on the fables of Phaedrus entirely in Latin.] 92+72 p. O (Acta societatis humaniorum litterarum Lundensis, 5) O N. Y., Oxford Univ. Press $4.75 n.

Rare Books, Autographs and Prints

Auction Calendar

Monday afternoon and evening, at 2:30 and 8:15, and Tuesday, Wednesday, Thursday afternoons, at 2:30, February 20th to 23rd. The extensive library of the late Dr. R. B. Coutant of Tarrytown, N. Y. Americana including a large collection of works relating to André and Benedict Arnold, Johnsoniana, Shakespeariana and general literature. (Items 1658.) The Anderson Galleries, 489 Park Avenue, New York City.

Wednesday, February 22nd. Memorabilia of George Washington, comprising books, manuscripts, etc. The American Art Association, 6 East 23rd Street, New York City.

Tuesday and Wednesday afternoons, February 28th, March 1st, at 2:30 o'clock. A collecion of unusual Americana formerly in the library of the late Charles Eliot Norton with additions. (Items 709.) The Anderson Galleries, 489 Park Avenue, New York City.

Catalogs Received

Americana, first editions, old books, criminology, folklore, mythology and kindred subjects. (No. 4; Items 1140.) William H. Robinson, 4 Nelson Street, Newcastle-upon-Tyne, England.

Association books, presentation copies, original manuscripts, etc. (Items 569.) Harry J. Salzberg, 105 West 40th St., New York City.

A collection of rare tracts and pamphlets, black letter acts, manuscripts and autograph letters. (No. 96; Items 658.) G. H. Last, 25, The Broadway, Bromley, Kent, England.

An interesting collection of second-hand books, comprising Americana, voyages and travels, general literature, including a selection of books relating to sports and pastimes. (No. 97; Items 1338.) G. H. Last, 25, The Broadway, Bromley, Kent, England.

Books on many subjects. (No. 424; Items 1863.) Francis Edwards, 83 High Street, Marylebone, London, W. 1, England.

Books relating to Napoleon and his times. (Items 174.) E. P. Boyer, Bourse Bldg., Philadelphia, Pa.

Books and engravings relating to the County of Surrey. (No. 425; Items 228.) Francis Edwards, 83, High Street, Marylebone, London, W. 1, England.

Books on the West India Islands. (No. 423; Items 113.) Francis Edwards, 83, High Street, Marylebone, London, W. 1, England.

Manuscripts, Association books, etc. (No. 1; Items 324.) John Jeffery, 35 High Street, Barnes, London, S. W. 13, England.

Miscellaneous books. (No. 23; Items 872.) Herbert E. Gorfin, 1 Walerand Road, Lewisham, London, S. E. 13, England.

200 seltene und wertvolle Bücher. (No. 4; Items 200.) Wolf Mueller, Hauptstrasse 142, Berlin-Schoneberg, Germany.

Oriental books. (Vol. 32.) Luzac & Company, 46 Great Russell St., W. C. 1, London, England.

Rare and miscellaneous books. (No. 2; Items 451.) George Kirk, 1894 Charles Road, Cleveland, O.

Rare session laws, trials, law textbooks, reports and legal miscellany. (No. 10.) Shepard Book Co., 408 South State St., Sal tLake City, Utah.

Second-hand book bargains, mostly theological. (No. 113.) The Westminster Press, 125 North Wabash Avenue, Chicago, Ill.

Theological literature and items of a more general character. (No. 564; Items 1574.) Charles Higham & Son, 13 Charterhouse Street, London, E. C. 1, England.

A collection of unpublished manuscripts of Jane Austen will be issued during the spring. They include two novels and a short history of England said to have been written before she was twenty years of age.

It has been a long time since there has been an exhibition at the New York Public Library that has attracted so much attention as the Roosevelt Memorial Exhibition is now doing. The exhibit, which begins at the right of the entrance, attempts to do two things. Commencing with Colonel Roosevelt's ancestors and tracing life thru boyhood, college days, and western experiences, it attempts to show his development as a citizen, giving his best efforts to civic, state and national affairs. This is shown in a series of cases arranged chronologically on the north and part of the south side of the large exhibition room. The remaining cases are planned to show Colonel Roosevelt as a writer of books, a naturalist and a home lover, and to illustrate the literature which has grown up around his name. The upright standards contain additional portraits, cartoons, and other pictures illustrating the adjoining cases. The books, manuscripts and illustrative material come from two great Roosevelt collections: that of the New York Public Library and of the Roosevelt Memorial Association. A number of items have been loaned by Mrs. Roosevelt, members of the Roosevelt family, and others.

The Dickens Collection of books, manuscripts, letters and relics formed by the late Dr. R. T. Jupp of London sold at the Anderson Galleries February 1 and 2 was extraordinarily successful, the 491 lots bringing $32,508.75. Private collectors played an important part buying the larger portion of the rarer items, and, in many cases, paying record prices for them. Some of the more important lots and the prices which they brought were the following: Grip the Raven, the original of Grip in "Barnaby Rudge" stuffed and mounted in a glass case, $310; Frith's oil painting of Dolly Varden, in a gilt frame, $525; Dickens's memorandum book containing suggestions for plots, names, etc., used in his novels, $1,800; the first issue of the first edition of "The Christmas Carol," 1843, $105; the excessively rare trial issue of the same book, 1844, $300; "David Copperfield," in parts, 1850, $255; "Dombey and Son," in parts, 1848, $145; Forster's "Life of Dickens," 3 vols. extended to 7, extra-illustrated with about 250 autograph letters and portraits together with more than 250 views etc., bound in levant, London, 1872-74, $1,000; the *Gad's Hill Gazette*, nine numbers, two supplements and four letters $425; "Great Expectations," 3 vols., original plum-colored cloth, London, 1861, $455; A. L. S. of Dickens asking Macready permission to dedicate "Nicholas Nickleby" to him, Sept. 21, 1839, $480; "Oliver Twist," in parts,

London, 1845-46, $380; "Pickwick Papers," in parts, 1836-37, first issue with the rare points, $3,500; autograph manuscript of Dickens relating to his creation of the character of Pickwick, $2,200; "Sketches by Boz," in original parts, London, 1837-39, the scarcest of Dickens's publications in parts, $975; the autograph letter containing the famous tribute of Stevenson to Dickens after reading "The Christmas Carol," $1150; "The Tale of Two Cities," in parts, 1859, $475; and an ivory box, Dickens' wedding present to his bride, Catherine Hogarth, $800. Many of the most important lots were personally bought by William R. Hearst who attended the sale, did his own bidding and seemed to enjoy the sport greatly.

The American Bookplate Society is now holding its seventh annual exhibition of contemporary bookplates at the National Arts Club, 15 Gramercy Park, and is open to the public each week day between the hours of ten to six and Sundays from two to six and will be on exhibit until February 26. After that time the show will be exhibited at various libraries and art museums thruout the United States.

A collection of unpublished letters of Lord Byron which passed into the hands of Lady Dorchester on the death of her father are now at last to see the light. The volume will be issued by Murray who is editing the two volumes himself and to whom the papers were left by Lady Dorchester's will.

Charles F. Heartman, of Perth Amboy, N. J., has just issued a bibliographical work entitled "The Cradle of the United States, 1765-1789," in a handsome royal octavo volume limited to 100 copies, 10 on Japan paper. This work describes 500 broadsides, pamphlets and books pertaining to the Stamp Act, the Boston Massacre, the causes resulting in conflict with the mother country, the War of Independence, and the adoption of the Federal Constitution, alphabetically arranged with index to items, issued anonymously but listed under the author's name. The titles are fully given with reference numbers of Sabin, Evans and other bibliographers. Nearly all titles have notes and they contain much valuable information. Mr. Heartman remarks "that it is a curious fact that nobody has ever on a large scale attempted to collect the contemporary material relating to the most critical period of the history of the United States." Perhaps this might not have been the case if there had been better bibliographical information easier to get at. Frequently just such handbooks as this open the eyes of collectors to fields that otherwise might remain neglected.

F. M. H.

MONTHLY 2/- net

THE BOOKMAN'S JOURNAL
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BOOKS WANTED

William Abbatt, Tarrytown, N .Y.

Old magazines with Lincoln items, send for list.

Adair's Bookstore, 1715 Champa, Denver, Colo.

Pure Sociology, Ward.
Loyd, Eve Puzzles.

Wm. H. Allen, 3417 Walnut St., Philadelphia, Pa.

Currier, Books on Newbury, Mass.

American Baptist Publication Society, 16 Ashburton Place, Boston, Mass.

Set Encyclopedia Britannica.
Set Hasting's Bible Dictionary.
Set International Encyclopedia.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Farrington's French Secondary Schools.
Mark, Unfolding of Personality.
Francis G. Peabody's Sundays in the Harvard College Chapel, four volume edition.
Psychology for Teachers, Morgan.
Bow in the Cloud, McDuff.
Cabinet Government in England, Blauvelt.
Religious Encyclopedia, Brown.
Dury, History of Modern Times.
Complete set The Pulpit Commentary.
Complete set Biblical Illustrator.
Complete set Hasting's Great Text of the Bible.
Complete set Parker's Peoples Bible.

The American News Company, Inc., 9 Park Pl., New York, N. Y.

Moby Dick, first edition.
Typee, first edition.
Omoo, first edition.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Putnam edition of Poe.
Reed's Modern Eloquence.
Cambridge Modern History, 14 volumes, Macmillan.

Augustana College Library, Rock Island, Ill.

Sturgis, R., The Appreciation of Pictures.
Baring, C., Christ's Death and Propitiatory Sacrifice.
Cave, The Inspiration of the Old Testament.
Davis, E. W. & Brenke, The Calculus, ed. by Hedrick.
Deissmann, D. A., Light from the Ancient East.
Farrar, Message of the Books, Paul's Epistles.
Jevons, W. S., Theory of Political Economy.

Augustana College Library—Continued

Lee, The Inspiration of the Scriptures.
McEwen, Grace and Truth, Types and Figures.
Walker, W. L., Christ, the Creative Ideal.
Pierson, The Inspired Word.
Ramsay, Sir W. M., First Christian Century.
Riley, W. B., Old Testament Types.
Trumbull, H. C., Blood Covenant.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N.Y.

The Modern Formulary, Cummings, pub. by Physicians Drug News Co., 250 High St., Newark, N. J.

The Banks Law Publishing Co., 23 Park Place, New York N. Y.

Decisions of the Commissioner of Patents, 1914.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Dickinson, G. L., Justice and Liberty, Doubleday.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York

Interntl. Encyclopedia, latest edition, cloth.

T. I. Biddle, Ann Arbor, Mich. [Cash]

Davis, Applied Anatomy.
Emerson, Clinical Diagnosis.
Anspach's Gynecology.
Shear's Obstetrics.
Woodward's Text Quasi-Contracts.

Birmingham Public Libary, Birmingham, Ala.

Wheeler, Historical Sketches of North Carolina, 1851.
Library Journal, Sept. 1919.
Quarterly Journal of Public speaking, vol. 1, No. 1.
Quarterly Journal of Speech Education, vol. 5. No. 3.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Gustavus Adolphus, 2 vols.

Bobbs-Merrill Co., Indianapolis, Ind.

The Challenge, Warren Cheney.

The Bookfellows, 4917 Blackstone Ave., Chicago, Ill.

Stead, W. T., After Death.
Heindel, Max, The Rosicrucian Cosmo-Conception.
Lippmann, Walter, Preface to Politics.

BOOKS WANTED—Continued

The Book Shelf, 112 Garfield Place West, Cincinnati, O.

Stevenson, Home Book of Verse.
Norton, Roy, Sea Fox.
Barber, Nursery History of England, 2 copies.
Smith, H. P., Construction of the Violin.
Baurillart, Catholic Church, the Renaissance and Protestantism.
Mar, Countess de la, Anne de Brelagne.
Woodcraft for Women.
Lady John Russell's Letters.
Allen, E. A. & J. R., Bible Companion.
Book of Greenvills.
Will O' the Mill, 2 copies.
Under the Surface: A Compilation.
Romance of a Mummy.
Voltaire, Dictionaire or Handbook.
Shakespeare, edited by Furness.

The Book Shop of the Glass Block Store, Duluth, Minn.

Cyclopedia Britannica, cloth, thin paper.
Cyclopedia Britannica, leather, thin paper.
Second-hand books, good condition.

Brandt & Kirkpatrick, 101 Park Avve., cor. 40th St., New York

Anstey, F., The Brass Bottle.

Brentano's, 5th Ave. & 27th St., New York

Lowell, Guy, Italian Villas and Farm Houses, vol. 1.
Hardy, Thomas, Return of the Native, Harper, old style flexible binding.
Barrows, D. P., History of Philippines.
Diary and Letters of Madame D'Arblay, ed. by her niece Charlotte Barret, with preface by Austin Dobson, 6 vols.
Forsland, Louise, Old Lady Number 31.
Adeler, Max, Out of the Hurley Burley.
Russell, B., Principles of Mathematics.
Foundations of Geometry.
Cheney, A. C., What It is That Heals.
Trollope, Anthony, Miss McKenzie.
Burroughs, John, Songs of Nature.
Osborne's Questioned Document.
Poor, Nautical Science.
Cuyler, Rev. T. L., Golden Thoughts on Mother, Home and Heaven, from Poetic and Prose Literature of All Ages and All Lands.
A nice edition of Nietsche, large type bound in half leather, 15 vols., in English.
Weyl, Walter E., American World Policies.
Mullard, T. F. F., Our Eastern Question.
MacGregor, Story of Greece.
Henty, Wulf the Saxon.
Husted Bell, N., Art Talks with Ranger.
Berle, A. A., Teaching in the Home.
Panama and the Canal in Pictures and Prose.
Bagot, Donna Diana.
James, H., The Wheel of Time.
Fitzgerald, Percy, Boswell's Autobiography.
Wells, First Men in the Moon.
Wells, Food of the Gods.
Leonard, Handbook of Wrestling, 1897.
Collins, Book of Wireless.
Hancock, Complete Kano Jui-Jitsu Guide, 1905.
Saito, K., Jui-Jitsu Tricks, 1905.
Singleton, Esther, Egypt.
Norwood, Robert, His Lady of the Sonnets, pub. by McClelland, Canada.
Moderwell, The Theatre of To-day.
Bits of Life.
Anderson's Fairy Tales, illus. by H. Clark,
Earle, Alice Morse, Curious Punishments of Bygone Days.
Cervantes, Exemplary Novels.
Kate Gordon Aesthetics.
Rinehart, Tenting To-night.
Fry, Maternity.
Wise, Diomed, the Story of the Dog.
Ewing, Mrs., Dandelion Clocks and Other Tales.
Neilson, Kay, Hans Christian Anderson, illus.
First Step in Egyptian Bridge.
When Knighthood Was in Flower, 2 cop.
Listner's Lure.
Lucas, Over Bemertons.
Munro, Neil, The Post Pibroch.
Story Teller's Holiday.

Brentano's—Continued

Job, Life of Washington.
Galdoz, Dono Perfecto.
Vanberry, Story of My Struggles, 2 vols.
Encyclopedia Britannica, Cambridge edition, any bindings.
Barber, American Glass.
Walpole, Horace, Memoirs of George III.
Brillat-Savarin, The Art of Gastronomy.
Tilden, Famous Chemists.
Hyne, Cutcliffe, A Recipe for Diamonds.
Lynam, C., Log of the Blue Dragon.
Smith, H. Warrington, Mast and Sail in Europe and Asia.
Sparks, Jared, Life of Washington.
Hutchinson, A. S. M., If Winter Comes, first English edition.
Lewis, Sinclair, Main Street, first edition.
Smith, Miss Bentinck, The Language and Meter of Chaucer.
Bacon, Memoirs of a Baby.
Remsen, Ira, The University Movement.
Paulsen, F., Esehiche der Ekhiten Unterricht, Engl. translation.
Ford, Robt., Thistle Down.
Geddes, Evolution of Sex.
White, P. E., African Camp Fires.
White, P. E., African Footprints.
Lockwood, Laura E., Lexicon to the English Poetical Works of John Milton, 1907.
P. Hume's Commentary, 1695, England.
Fickell's Commentary, 1720, Egland.
Bentley's Commentary, 1732, England.
Dr. Pearce's Commentary, 1733, England.
Richard's Commentary, 1734, England.
John Hawkey's Commentary, 1747.
Bishop Newton's Commentary, 1749.
John Wesley's Commentary, 1763.
Todd, H. J., Commentary, 1801.
Belloc, H., The Stane St.
Woodruff, Helen, Miss Beauty, 3 copies.
Potter, M., House of de Mailly.
Powys, Mandragora.
Paterson, C. B., Rhythm of Life.
Willoughby, Territories and Dependencies of the United States.
Perry, Sicily in Fable, History, Art and Song.
Ball, The Story of the Heavens.
Hallemond, J. G., Miracle of Answered Prayer, 4 copies.
Christie, Secret Adversary.
Munsterberg, On the Witness Stand.
Gould, Baring, Curious Myths of the Middle Ages.
Cook, Life of Florence Nightingale, 2 vols.
Whiting, Richard, The Island.
Harland, Marion, Ruby's Husband.
The Kempton-Wace Letters.
Sinclair, Upton, Fasting Cure.
Thompson, E. Seton, Studies in the Art Anatomy of Animals.
English History Told by English Poets, ed. by Bates & Coman.
Crockett, S. R., The Black Douglas.
Autobiography of Isaaiah Thomas.
Nevill, Light Come, Light Go, etc., pub. by Macmillan.
Bullen, F., Log of the Sea Waif.
Tracy-Clode, Flower of the Gorse.
Tracy-Clode, The Great Mogul.
Tracy-Clode, Maribel's Island.
Pollock, Volume of Badminton Series on the Alps.
Whymper, Guide to Chamonix.
Freshfield, Douglas, Exploration of the Caucasus.
Freshfield, Douglas, Round Kangchenjunga.
Freshfield, Douglas, Hannibal Once More.
Chambers, Mystery of Choice.
Riemann, Dr. Hugo, and Fuchs, Dr. Carl, Practical Guide to the Art of Phrasing.
Colton's Lacon.
Books of W. H. H. Murray.
Grimshaw, When The Red Gods Call.
Harris, Corra, Recording Angel.
Smith, Classical Dictionary.
Renan, The Future of Science.
Moore, Studies in Dante.
Whiting, Lillian, The Life Radiant.
The Bibliographical Sketch of Evan Pugh, Ph.D., F.C.S., Contemporary Amer. Biog., vol. 3.
Chatterton, Fore and Aft.
Miller, O, Within the Holy of Holies.

BOOKS WANTED—Continued

Brentano's—Continued

Bury, Prof. J. B., History of the Later Roman Empire.
Ockley, J., History of the Saracens.
Wright, A. E., Methods of Petrographic-Microscopic Research.
Patten, Methods and Machinery of Practical Banking, pub. Bankers Pub. Co.

The Brick Row Book Shop, Inc., 19 East 47th St., New York

Montague, Howard, Old London Silver, Scribner.

The Brick Row Book Shop, 104 High St., New Haven, Conn.

Monge, G., Geometrie Descriptive, Paris, 1820, 4th edition.
Crosby, Early Coins of America.
Bailey's Napoleon.
Bastin, Insects, Their Life-Histories and Habits.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Converse, Florence, House of Prayer.
Croker, Pretty Miss Neville.
Hays, M. C., For Her Dear Sake.
James, Henry, Tragic Muse.
Princess Casamassina.
March, Thesaurus.

Brooklyn Museum Library, Eastern Parkway & Washington Ave., Brooklyn, N. Y.

American Institute of Architects, Journal, Jan., May, 1921.
Ill. Nat. Hist. Survey, v. 1, part 5.

Brown, Thompson & Co., Hartford, Conn.

Diver, Maud, Candles in the Wind.
Diver, Maud, Desmond's Daughter.
Barbour, American Glassware.

John H. Bruder, 521 Pine St., St. Louis, Mo.

Thwaites, Lewis and Clark Expedition, vols. 1-7, and Atlas Dodd, Mead & Co., 1905.

Bullock's, Los Angeles, Cal.

Dr. Rutherford's translation of Thessalonians and Corinthians.

Burrows Brothers Company, 633-637 Euclid Ave., Cleveland, O.

Worchester, Issues of Life.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

Roberts, Printer's Marks, 2 copies.
Romane in Heften, Nielen, Mai, etc.
Knox, Spirit of the Soil.
Macdonald, Malcolm.
Eddy, Science and Healh, any edition.
Parker, Life of Ely S. Parker.
Otis, Hearts of Trump.
Ramsay, Elements and Electrons.
Marlow, Drying Machinery and Practice.
Marlow, Drying Processes and Patents.
Higgins, Celtic Druids.
Practical Cake and Confectionary Art, transl. by Weber.
Ken's, Croft's, Machinery, Marks, Standard Electrician's Handbooks, and Smoley and Isskip's Tables, 6 each.
Le Galienne, Vanishing Roads.

George M. Chandler, 75 East Van Buren St., near Michigan Boulevard, Chicago, Ill.

Boswell, Birkbeck Hill ed., Oxford, 6 vols.
Burr, Aaron, Bibliography by Tompkins, 1892.
Burr, Aaron, Conspiracy, by McCaleb, 1903.
Cabell, Chivalry, 1st ed., 1909.
Cabell, A Line of Love, 1st ed.
D'Annunzio, The Sea Surgeon.
Drake, Salvaging of the Derelict.
Elliott, Pals First.
Fithian's Diary.
Fitzgerald, Letters and Literary Remains, 3 vols.
Fox-Davies, Complete Guide to Heraldry.
Franklin Works, Federal ed., 12 vols.
Frothingham, Success in Gardening.
Hall, Kitchener's Mob, Harper ed.
Hard, Mushroooms.
Higginson, Travellers and Outlaws.

George M. Chandler—Continued

Keats, Buxton-Forman edition, vol. 5.
Lederer, Discoveries, etc., Rochester, 1902.
Marshall's Washington, 5 vols.
Mencken, Little Book in C Major.
Mencken, A Book of Calumny.
Osborn, Men of he Old Stone Age, 1915 ed.
Riley, American Thought, Holt.
Rosemary, M. T., Lincoln's Ancestry.
Roberts, The Flying Cloud.
Sanders, Fourth Reader.
Suetonius, Lives of the Caesars, Tudor transl.
Schurz, Abraham Lincoln, limited ed.
Snyder, Carl, World Machine.
Taylor, H. C., Land of the Castanet, 2 copies.
Taylor, H. C., Fame's Pathway.
Taylor, A. E., Elements of Metaphysics, 1903-4.
Thayer's Cavour, large 8vo ed., 2 vols.

City Book Co., 6 East Pleasant St., Baltimore, Md. (Cash)

Nathan, Another Book on the Theatre.
Americanization of Edward Bok.
Cram, Stephen, Red Badge of Courage.
Kidd, Benjamin, Science of Power.
Letters of Robt. and Elizabeth Barrett Browning.
Adventures of a Book-Collector, Newton.

The Arhur H. Clark Company, 4027-4037 Prospect Ave., Cleveland, O.

Stevenson, set, fine binding.
Brown, John Carter, Catalogue, 4 vols., 1883.
Coronado, anything by or relating to.
Tillson, Reminiscences of Early Life in Ill., 1819-27.
Prescott, Conquest of Peru.
Bull, Under Roof of Jungle.
Burbank Works, 12 vols.
Ratcliffe, Instructions to Young Marksmen, 1848.
Bradley, Story of Pony Express.
Stennett, Origin of Place Names in 9 N. W. States.

Charles W. Clark Company, 128 West 23rd St., New York

Volney, Ruins of Empires.

The John Clark Company, 1486 W. 25th St., Cleveland, O.

American State Papers, Foreign Relations, vols. 5, 6; Military Affairs, vol. 5; Naval Affairs, vols. 2, 3, 4; Public Lands, vol. 7.
Dumas, The Son of Porthos, Madame de Mailly, Andree de Taverney, The Aid de Camp of Napoleon, Diana de Fargas, Masaniello, or The Fishermen of Naples, The Fratricide, The Countess of Monte Christo, The Bride of Monte Christo, The Countess of Salisbury, The Watchmaker, The Russian Gypsy, The Twin Lieutenants, The Mohicans of Paris, The Suicides, Monsieur Sarranti, Princess Regina, Salvator, Conrad de Valgeneuse, Rose de Noel, The Chief of Police, Madame de Rozan, Horoscope or The Brigand, Olympe De Cleves.
Harvard University Studies in Psychology, complete set.
Journal of American History, vol. 10, No. 2.
Nervous and Mental Disease Monograph Series, Nos. 4, 9, 15, 18, 21, 22, 23, 25.
Psychological Review, vol. 1.
Quarerly Review, vols. 100, 131 to 152, 155, 156, 160, 179, 181, 201.
Scott, E. J., Booker T. Washington.
Wisconsin Magazine of History, vol. 3, no. 2.
Bode, Great Masters of Dutch and English Painting.
Legge, Forerunners and Rivals of Christianity.
Mendes, In Old Eypt.
Mott, The System of Courtly Love Studied as an Introduction to Dante.
Wilkins, Early Influence of German Literature in America, Americana Germanica, vol. 3.

The Clarion Book Shop, 3705 Woodward Ave., Detroit, Mich.

Kipling Stories and Poems Every Child Should Know, Burt and Chapin.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Robinson, Roland G., In the Greenwood.
Trotting and Racing Record, 1875-76.
Parke, Human Sexuality.
Bailey, St. John's River, Quebec, New Brunswick.

BOOKS WANTED—Continued

Colesworthy's Book Shop—Continued

Sargeant, American Trees and Shrubs.
Pelmanism.
Timers, Two Worlds, Tokai.
Early Christian Science Journal.
Ragdale's Course in Candy Making.
Elements of Chance.
Paine, Book of Buried Treasures.
Robertson's Checker Book.
Britten, Art Magic.
Yellow Books, any editions.

Columbia University, New York

Adam, A. M., Plato: Moral and Political Ideals, Putnam's.
Gurney, John Hampden, Historical Sketches, 1802-1862, Longmans, 1852.
Hart, Charles Hopwood, Joan the Maid of France, Dutton, 1910.
Hull, Moses, Joan, the medium Hull & Co., 1894.
James, George Payne, Rainsford Memoirs of Celebrated Women, Carey & Hart, 1839.
Sadlier, Agnes, Jeanne d'Arc, Murphy Co., 1901.
Shuck, Lewis Hall, Joan of Arc, the Maid of Orleans, 1856, J. W. Randolph.
Yonge, Charles Duke, The Seven Heroines of Christendom, W. S. Sonnenchein & Co., 1879.
Bartlett, D. V. G., The Life of Joan of Arc, Porter & Coates, 1854.
Dewing, Hist. of National Cordage Company, 1913, Harv. Univ. Press.
Howe, Edgar Watson, Story of a Country Town, Houghton, 1889.
Ibsen Letters, Fox, Duffield, 1908.
Crile, The Origin and Nature of the Emotions, Saunders, 1915.
Florer, W. W., Revolution of 1848, Badger, 1918.
Plato, Dialogues, rans. by Jowett, Scribner's, N. Y., 4 vols.
Giddings, Franklin H., Inductive Sociology, Macmillan, 1901.
Patten, S. N., Development of English Thought.
Hobson, J. A., Gold, Prices and Wages, Geo. Doran Co., N. Y., 1913.
Schopenhauer, The World as Will and Idea.
Taynbee, Paget, Specimens of Old French, 1892, Clarendon Press.
Munford, Virginia's Attitude Toward Slavery, 1909, Longmans.
Spencer, Progress, Its Law & Causes, 20th Century.
Bourget, Paul, Two Sisters and A Confession, 1912, Kimber.

Commission Company, 26 Frankfort St., New York

Blavatsky, Secret Doctrines, set, state edition and condition.

Cornell Co-operative Society, Ithaca, N. Y.

Chief Works of Spinoza, translated by Eleves, 2 vols., published originally by Geo. Bell Co., London, new or second-hand.
Goodrich, Select British Eloquence, new or second-hand, 6 copies.

Jeremiah F. Cullen, 15 South 9th St., Philadelphia, Pa.

Chevreul, On Color.
Lowney's Cook Books.
Burton Holmes, set.
Stoddard Lectures, set.
Moulton's Library of Library Criticism.
David Copperfield, Gadshill ed.
Wiley, St., Indiana Co.
Taylor, A. W., Indiana Co.
Any History of Indiana Co
Mark Twain, first, scarce only.
Freemasonry, any.
Dogs, Cats, Horses, Gold Fish.
Game Fowl, anything.
Franklin, Old Fire Places.
Cooper, pocket ed. on Game Fanciers and Cockers.
Dreiser, Sister Carrie, 1900 ed.

M. Curlander, 14 West Saratoga St., Baltimore, Md.

District of Columbia Reports, odd vols.

Dartmouth College Library, Hanover, N. H.

Bassett, Zoning.
Krasinski, The Undivine Comedy.
Rural Planning and Development.

Davis Bookstore, 49 Vesey St., New York City

Jesuit Relations, 72 vols.
11th Britannica.
Harvard Classics.

Walter H. Dietz, Box 172, Menard, Texas

Gould & Pyle, Anomalies and Curiosities in Medicine, 1897.
Douglas (?), Biography of Anthony Comstock.

The Public Library of the District of Columbia, Washington, D. C.

Ames, Joseph S., The Constitution of Matter, Houghton, 1913.
Hale, G. A., The Study of Stellar Evolution, Univ. of Chicago, 1908.
Headley, F. W., Problems of Evolution, Crowell, 1900.
Herrick, F. H., The Home Life of Wild Birds, Putnam, 1901.
Lempfert, R. G. K., Weather Science, Dodge, 1912.
Mayer, Alfred G., Sea Shore Life, A. S. Barnes, 1906.
Michelson, A. A., Light Waves and Their Uses, Univ. of Chicago, 1903.
Peckham, S. W. & E. G., Wasps, Social and Solitary, Houghton, 1905.
Thorpe, Edward, History of Chemistry, 2 vols., Putnam, 1909-10.

Dixie Business Shop, 140 Greenwich St., New York

Story of a Street, 1908.
Coffin, C. C., Story of Liberty.
Coffin, Old Times in the Colonies.
Coffin, Blue Jackets of 1812.
Greendlinger, Accountancy Problems, vol. 1.
Palgrave, Bank Rate & Money Market.
Business of Trading in Stocks, "B."
Mitchell, Business Cycles.
Blue Jackets of 1812, Boys' Book.
Boys of '76, Boys' Book.
Bohm-Bawerk, Capital and Interest.
C. P. A. Problems, vous. 1 and 2, 1915, Ronald.
Farrington, Community Development.
Flux, Economic Principles.
Jones, Economic Crises.
Madden, Fiduciary Accounts.
Headley, Great Rebellion, vol. 2.
Crowell. How to Forecast Business and Investment Conditions.
Wickersham and Others, Legal Phases of Corporate Financing, etc.
Magazine of Wall Street, any of first 5 vols. called "Ticker."
Rice, My Adventures with Other Peoples' Money.
Bullock, Monetary History of the U. S.
Selden, Machinery of Wall Street.
Origin of Metallic Currency and Weight Standards, Cambridge, 1892.
Owen, Ocean Trade and Shipping.
Old Times in the Colonies, Boys' Book.
LeBon, Psychology of Socialism.
Campbell, N. R., Physics, vol. 3.
Hess, Philosophy and Method of Operation of Analytical System.
Allen, Photo-Electricity.
Moxey, Practical Accounting Systems.
Archer, Poets of the Younger Generation.
Sprague, Philosophy of Accounts.
Scott, Repudiation of State Debts.
Hooper, Railway Accounting.
Bond, Stock Prices.
Statistical Studies in the New York Money Market.
Spargo, Socialism.
Conant, Wall Street and The Country.
Norton, Short Sales of Securities Through a Stockbroker.
Stedman, New York Stock Exchange.
Croad, How to Value Bonds.
Hobson, Gold Prices and Wages.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

Captain Protheroe's Fortune, Kendall.

E. P. Dutton & Company, 681 5th Ave., New York

American Institute of Mining and Metllurgical Engineers, vol. 51.
Arnold, Benedict, A. L. S., Portrait in Oils.
Andrews, Bob of the Guides, Enchanted Forest, Enhabitant.
American Book Prices Current, 1905, 1907, 1909, 1911, 1912, 1913, 1915, 1916.

BOOKS WANTED—Continued

E. P. Dutton & Co.—Continued

Albert, J. C., Roosevelt and the Money Power.
Abraham, Night Nurse, Surgeon's Log.
Bradley, Our Indians.
Bishop, Extra Illus. Catalogue on Jade.
Barry, T., Singular Adventures and Captivity, colored front, Somers-Town, 1802.
Bolles, John A., Genealogy of the Bolles Family in America.
Brackenridge, H. H., Chivalry, part 2, Phila., 1793.
Buttrick, T., Voyages, Travels and Discoveries, Boston, 1831.
Brown, Charles B., An Address to the Congress of the United States on the Utility and Justice of Restriction upon Foreign Commerce. With Reflections on Foreign Trade in General and the Future Prospects of America. Phil. 1809. Clara Howard, Phil., 1801. Address to the Government of the United States, on the Cession of Louisiana (Phil.) 1803. Alcuin. New York, 1797. Ormond. N. Y., 1799. Jane Talbot, Phil., 1804. The British Treaty with America, London, 1808.
Burns, R., Poetical Works, vol. 2, Phil., 1804, or vols. 1 and 2.
Butler, Samuel, Alps and Sanctuaries.
Beebe, The Bird.
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Omoo, and White Jacket, Herman Melville.
Kimono.
Autobiography of Benvenuto Cellini.

Edwin Valentine Mitchell, 27 Lewis St., Hartford, Conn.

Nature and The Supernatural, Bushnell, Scribner.
Witness to Influence of Christ, Strong, Houghton.
All Mystery, Cram.
Fight for Santiago, Bonsal.
Hundred Best Books, Powys, Shaw.
Caesar Among the Pirates.
Fanny Burney and Doctor Johnson, edited by Tinker, Moffat.

The S. Spencer Moore Co., Charleston, W. Va.

Wives I Have Known, Nat Goodwin.
Celebrated Criminal Cases of America, Duke.
Architectural Rendering, Holton.
Recollections of an Old Pioneer, Burnett.
What I Saw in California, Bryant.
Around the Horn in '49, Hall.
Book of Knowledge.

Moroney's, Third St., Cincinnati, Ohio

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Polly of the Circus.
Ye Gentleman's Housekeeper, D. M. Co.
Burton's Arabian Nights, other editions.
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Caelebs in Search of a Wife, Hanah Moore.
Catalogs on Technical and Foreign Tongues.

Moroney's—Continued

Preston's Theory of Light.
Jean's Electricity, Cambridge ed., 1915.
Buckles & Draper's Civilization.
Machinery and Formula Hand Books.
Open for bargains on good sellers.
Ohio Statutes and Reports, Ky. Law Reports.

The Morris Book Shop, 24 North Wabash Ave., Chicago, Ill.

The Bibelot, vol. 2, no. 1; vol. 5, nos. 4, 11; vol. 7, nos. 5, 8; vol. 9, nos. 1, 2, 8, 12; vol. 12, nos. 5, 11; vol. 17, no. 4; vol. 16, nos. 4, 11; vol. 18, no. 6; vol. 19, nos. 5, 7, 8.
The Maderia Party, Mitchell
Walnuts and Wine.
Life of Santa Claus, Frank Baum.
Smithsonian Misc. Coll., vol. 65, no. 11.
Pleasure Bound, by the Chatty Club.
Dickens, Hearst's New National Edition, green cloth, Curiosity Shop, Great Expectations.
Poker Jim, Dr. Frank Lydston.
Under the Sky Light, H. B. Fuller.
George Innes, Autograph Letter of.

Noah F. Morrison, 314 W. Jersey St., Elizabeth, N.J.

Firkin's Index to Short Stories.
Baker's Guide to Historical Fiction.

Nelson's Book Store, 223—4th St., Des Moines, Ia.

The Unmarried Mother, Kammerer, trans, from German.

Newbegin's, San Francisco, Calif.

Randall, Future of Man.
Randall, Life's Progression.
Gautier's Fleece of Gold, Ariel edition.

New York State Library, Albany, N. Y.

Fitzgerald Letters and Literary Remains, ed. by Wright.

Colonel John P. Nicholson, Flanders Bldg., Philadelphia, Pa.

Leaders of the Old Bar of Philadelphia, Horace Binney.

Norman, Remington Co., Charles St., Baltimore, Md.

Pyle, Robin Hood, first ed.
Chapman, Mary Derivent.
Vincent, In Shadow of Pyrennees From Basqueland to Carcassonne.
Wight, Old Time Receipts for Homemade Wines.
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Linn, Story of Mormons.
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Stuck, Ten Thousand Miles in Dog Sled.
Dollinger, Gentile and Jew, 2 vols.
Jones, Business Cycles.
Elliot, Old Court Life in France, 1 vol. ed.
Fletcher, Goblins and Pagadoas, H. M.
Past, Man of Last Resort, Putnam.
Journals of the DeGoncourts.
Calendar of Md. Wills, 4 vols.
Erckman, Chatrian Madame Therese, Scrib.
Dreiser, Theo., The Genius.
Rosenberg, Sebald und Barthel Beham.
Handbook of Style, Riverside Press.
Cloud, Down Durley Lane and Other Ballads.
Sherman, Outline Histy. of China.
Hirth, Ancient Histy. of China.
Steiner, Submerged Continents of Atlantic and Lemuria.
Post, Man of Last Resort, Putnam.
Post, Correctors of Destiny, Clode.
Morgan, Instinct and Experience, Methuen.

Chas. O'Connor, 21 Spruce St., New York City

Baedecker's Guides: Ireland, The Holyland, Italy.
Hanna, The Scotch Irish.
Gettysburg, by Capt. Beecham or Young.
W. W. Williamson, Moseby's Rangers.
Staunton, Chess Players Handbook.
Lynde, The Price.
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Biggers, Seven Keys to Baldpate.
M. Monahan, Dry America.
West, 33 Years on the Plains and Mountains.
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D. A. R., Lineage Books, vols. 2, 4, 5, 12, 37.
Washington County N. Y. History and Biography.
Protestant Episcopal Journal of Convention, 1838, '41, '44.
American Almanac, 1846, 1847, and 1858.
Providence Annals, Stopers, 1843.

Osborne's Book Store, Santa Barbara, Calif.
Elgood and Jekyll's Some English Gardens.
Hall's Evolution and the Fall.
Dix's Sacramentalism.
Parson's World's Best Books.
Coates' Photographing the Invisible.

The Pagan Book and Art Shop, 23 West 8th St., New York City
Tom Jones, Fielding, 2 vols., about 1830, illus. by Cruikshank.

Park Book Shop, 120 East 59h St., New York City
Swift, Comp. set by Temple Scott, pub. Bohn.
Omar Khayyam, Thumb Nail edition.
Life and Letters of Madam Bonapard, E. L. Dedier.

Paul Pearlman, 1711 G Street, N. W., Washington, D. C.
Greenlinger, Accountancy, Problems and Solutions, 2 vols.

Pearlman's Book Shop, G. D. Pearlman, prop. 933 G Street, N. W., Washington, D. C.
Memoirs of Life of Sir Samuel Romilly.
Bryan & Rose, Pioneer Families Missouri.
Steele, American Campaigns.
The Booklovers Library, pub. H. B. Wheatley, London, quote any.
Meyer, Gospel Hymns for Choir.
Mellor, Chemical Statics and Dynamics.
Taft, The Anti-Trust Act and the Supreme Court.
The Federal Trade Commission Law, Intro. by Jno. Daish, pub. Lowdermilk, Wash.
Kingsley, Life of Chas. Kingsley.
Reis, Building Stones and Clay Producs.
Brown, Alexander, Cabells and Their Kin, Goodspeed.
Wolcott, E. O., Statement Respecting the Work of the recent International Bimetallic Commission, Gov't Pt. Office, 1898.
Kaiser, Wm., Book on Indexing.

Pennsylvania Terminal Book Shop, New York City
Lockhart, Caroline, Me, Smith.

C. A. Penzel, 211 So. Walnut St., Muncie, Ind.
Woman of Tact, Mackey.

The Perine Book Co., 1413 University Ave. S. E., Minneapolis, Minn.
Alex. Hamilton Institute, 24 vols.
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Old Masonic Books.

The Pettibone-McLean Co., 23 West Second St., Dayton, Ohio
Life of Robert Owen, by himself, 1857.
Greville Memoirs.

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Arnold, Civilization in the U. S.
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Everybody's Cat Books, Champion.

Charles T. Powner Co., 177 West Madison St., Chicago, Ill.
Fitzgerald, Stories of Famous Songs.
The Trial of John H. Surratt, 2 vols., Wash., 1867.

Charles T. Powner Co., 26 E. Van Buren St., Chicago, Ill.
Warner, At the Altar.

Presbyterian Book Store, 411 N. 10th St., St. Louis, Mo.
Set of the earliest edition of Wesley's Sermons.

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Hasting, Chess Tournament Book.
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South American Archaeology.
Archko Volume.
Schremer, Trooper Peter Halkett.
Fitch, Some Modern Books of Power.
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Regimen Sanitates Salernitanum, translated by Dr. J. Ordronaux.
Adams, Esther.
Adams, Democracy.
Ewing, Flat Ironing for a Farthing.
Goldsmith's Sacred Symbols.
Powys, Solilogy of a Hermit.
Holborn, Children of Fancy.

Bernard Quaritch, Ltd., 11 Grafton St., London, W. 1, England
Baldwin, Social and Ethical Interpretation in Mental Development, 1897.
Greendlinger, Accountancy Problem, vol. 1.
Handbook of Gastronomy, Bourton, N. York.
Amloros, Boundaries of Music, Cornell, 1893.
American Journal of Semitic Languages.
Davis, Nature's Divine Revelation.
The Great Harmonia, 6 vols.

Queen City Book Co., 43 Court St., Buffalo, N. Y.
Mikkelsen, Conquering the Arctic Ice.
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Raymer's Old Book Store, Seattle, Washington
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The Mayflower.
Vick's Magazine.
Success with Flowers.
American Gardening.
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The Floral World.
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Fruit Recorder and Cottage Gardner.
The Garden Review.
The Ohio Horticulturist.
Curries Horticultural Monthly.

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Alfred D. Bernard's Some Principles and Problems of Real estate Valuation.
Ward, Errata of the Protestant Bible.

Fleming H. Revell Company, 17 North Wabash Ave., Chicago, Ill.

Bain's Scandinavia, Cambridge Press.

Riker's Booksellers, 302 Eighth St., Des Moines, Io.

Pollock, Spinoza, His Life and Philosophy, Macmillan, 1899.

E. R. Robinson, 410 River St., Troy, N. Y.

Blake, Songs of Innocence.
Blake, Book of Job.
Gilchrist, Life of Blake.
Saintsbury, History of Criticism.
Sainte-Beuve's Essays, Notes, etc., by Sharp, 3 vols.
Trelawney, Adventures of a Younger Son.
History of Old Windsor, Conn.
Herndon, W. H., Life of Lincoln, 2 vols., 1st ed.
Lindsley, Elements of Takigraphy.
Lindsley, Note Taker, 2nd Style of Brief Writing.
La. Geographical Survey, and vols.
Geological History of Gulf of Mexico.
Morgan, H., League of the Iroquois.
Englemann, G. J., Labor Among the Ancients.
Dinelly, Ragnarok.
Webb, Catholicity in Kenucky.
Growoll, Three Centuries of the English Book Trade.
Gardiner, Ancient and Modern Books.
Prideaux, Book Binding.
Keats' Letters to Fanny Brawne, edited by Forman.
Keats' Works, edited by Forman.
Arnold, First Report of a Book Collector.
Arnold, A Record of Books and Letters.
Slater, How to Collect Books.
Dibin, The Library Companion.
Morley, H., Tables of English Literature.
Catalogues of the Libraries of London.
Quaritch Catalogues, 1880.
Bohn's Catalogues and Bibliographical Manual.
Perkins, F. B., The Best Reading, 4th ed.
Bowker's Lists and Catalogues.
Norwood, R., His Lady of the Sonnets.
First vol. of Index of Clinton Papers, N. Y. State Pub.

Robson & Adee, Schenectady, N. Y. (Cash.)

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Keeler, Our Northern Shrubs.
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Roe, E. P., Barriers Burned Away.
Roe, E. P., Opening of a Chestnut Burr.

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Smith, Herbert, Gem Stones.
Neihardt, A Bundle of Myrrh.
Bricks Without Straw.

Sather Gate Book Shop, 2307 Telegraph Ave., Berekeley, Cal.

Marsland, Interpretative Reading, Longmans.
Harker, Romance of Nursery, Scribner's.
Lavater, Physiognomical Bible.
International Studio (spcl. no.), containing Austrian and Persian peasant design handcraft in art.
Melville Moby Dick.

Savannah Public Library, Savannah, Ga.

Hurd, R. M., Principles of City Land Values, 1903.

Schoenhof's, 15 Beacon St., Boston, Mass.

Togazzaro, The Patriot.
Haggard Ayesha.

Schulte's Book Store, 80 and 82 Fourth Ave., New York

Philo Judaeus.
Palmer, Theology of Prayer.

Scientific American Pub. Co., 233 Broadway, New York

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Scrantom's, Inc., Rochester, N. Y.

Munsterberg, On the Witness Stand.
Burroughs, Songs of Nature.
Benson, E. F., Up and Down, Doran.
May, a collection of poems, pub. by Lothrop.
Sedzwick, Ethel, Duke Jones.
McGerald, Samuel, The True Faith and How I Found It.
Rath, Too Much Efficiency.
Cook, Life of Florence Nightingale, Macmillan.
Morse, Frances, Furniture of the Olden Times, Macmillan.

Charles Scribner's Sons, 5th Ave. at 48th St., New York

Anderson, Fairy Tales, illus. by Kay Neilsen.
Anderson, Handbook of Diplomatic History of Europe, Asia and Africa, pub. Washington, D. C.
Anonymous Petraia.
Apgar, Landscape Gardening.
Bagot, R., Casting of Nets.
Bagot, S., Donna Diana.
Bagot, Rouan Mystery.
Barber American Glass.
Benson, E. F., Freaks of Mayfair.
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Boucher, F. A., Method of Horsemanship, Jenkins.
Bow Street Mystery.
Bright, In A Lancashire Garden.
Burbridge, Book of the Scented Garden, Lane.
Cabell, Gallantry, Harper.
Chapman, History of Trade Between United Kingdom and U. S.
Collins, Law and the Lady, Harper.
Collins, W. W., Cathedral Cities of Italy, Dodd, Mead.
Collins W. W., Cathedral Cities of Spain, Dodd, Mead.
Dane, Il Convito, trans. by Sayer, London, 1887.
Davis, C. B., Lodger Overhead.
Dumas Black, Story of A Dog, Little, Brown.
Ellacombe, On a Gloucestershire Garden,
Ellacombe, In A Vickerage Garden.
Frost, A. B., Stuff and Nonsense, Scribner.
Hammond, Colonial Mansions of Maryland and Delaware.
Hart, Browere's Masks of Famous Americans.
Hawthorne, Scarlet Letter, 1st ed. only.
Haynes, The Airdale, Macmillan.
Hunter, Stiegel Glass, Houghton.
Hutton, The Winds of God.
Irwin, Shame of the Colleges, Macmillan.
Irwin, W. A., Book of Spice, Luce.
Isham, History of American Painting.
James, H., The American Scene, Harper.
Jarvis, Reminiscences of Glass Making.
Lansdale, M. H., Chateaux of Touraine, Century.
Latham, Italian Gardens, 2 vols.
Lewis & Clarke, Travels Across the Continent, 4 vols., Harper.
Mailand, E., Ancient Italian Varnish.
McCabe, J., Lucrezia Borgia.
McCurdy, Roses of Paestrum, London.
Miller, How To Make A Flower Garden, Doubleday.
Monroe, In Viking Land, Page.
Monroe, Sicily, Page.
Moreau-Vauthier, Technique of Painting.
Nicene and Post-Nicene Fathers, 2nd Series, vol. 7.
Osgood, The American Colonies in 17th Century, vol. 2 only, Mac.
Parker, G., Golden Dog.
Perkins, French Cathedrals and Chateaux, 2 vols., Holt.
Petrie, Revolutions of Civilzation, Harper.
Post, M. D., Nameless Thing, Appleton.
Post, M. D., Strange Schemes of Randolf Mason.
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Reed, C. A., Birds of Eastern North America, Doubleday.
Rhodes, History of the United States, vol. 1 only.

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Thoreau, Walden, 1st ed. only.
Twain, Autobiography, 1st ed. only.
Walker, History of Ancient Pottery, 2 vols., Scribner.
Warren, G. O. Trackless Regions.
Wilde, Plays vol 1, Novels and Fairy Tales, vol. 2, Pub. Nichols, Cosmopolitan, Lib. Purple limp leather only.
Zahn, Theo., Introduction to New Testament, thin paper ed. in 1 vol.
Roosevelt, Americanism, An Address, 1916.
Roosevelt, American Ideals and Other Essays, 1897.
Roosevelt, American Waterways. In collaboration with others. Phila., 1908.
Roosevelt, Big Game Hunting in the Rockies.
Roosevelt, Bonum Meritum, or War of Words between Mr. Roosevelt and Mr. Morgan, 1908.
Roosevelt, Conservation of Womanhood and Childhood, Funk.
Roosevelt, Essays on Practical Politics.
Roosevelt, Murder on the High Seas, 1 sheet.
Roosevelt, N. Y. World-Roosevelt, Panama Libel Case, N. Y. World, 1910.
Roosevelt, Notes on Some of the Birds of Oyster Bay.
Roosevelt, The Strenuous Life, N. Y., 1900.
Roosevelt, Summer Birds of the Adirondacks in Franklin County, priv. printd.
Roosevelt, Roosevelt, Taft and Others, The Philippines.
Roosevelt and Others, American Waterways.
Roosevelt and Others, Trail and Campfire of Boone and Crockett Club.
Banks & Armstrong, Theodore Roosevelt, Chicago, Stone.
Brooks, S., Theodore Roosevelt, London, Hodder.
Cheney, A. L., Personal Memoirs, Home Life of Late Theo. Roosevelt.
Clemens, Ancestry of Theodore Roosevelt.
Kullnick, M., From Ranch Rider to President, McClurg.
Macdonald, A., Would-be Assassin of Theodore Roosevelt, April 1914.
McCutcheon, J. T., T. R. in Cartoons.
Miller, K., Roosevelt and the Negro, Washington.
Parkhurst, C. H., Roosevelt, Hughes and Americanism, 1907.
Twain, Vol. 23, Autograph ed.

Charles Sessler, 1314 Walnut St., Philadelphia, Pa.

Pennell, Etchings and Etchers.
Pennell, Pen Drawings and Pen Draughtsman.
Any illustrated books by Pennell.
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Brandes, Life of Shakespeare.

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Brant, Distilling.
Home Book of Verse.
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Ouida, Tricotrine.
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Wasson, Friar Tuck.

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Thompson, The Land and the Book, Harper.

Clarence W. Smith, 44 East Ave., Rochester, N. Y.

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Clarence W. Smith—Continued

History of Protestant Religions, published by Christian Press Ass'n.
Bryant, What Pictures to See in Europe.

Estate of George D. Smith, 8 East 45th St., New York

Low, Will, Chronicle of Friendships.
Huchins, Dorset, History of Dorsetshire, England.

Smith & Butterfield Co., 310 Main S., Evansville, Ind.

Fraser, The Conquering Jew.

Smith & Lamar, Ags., 1308 Commerce St., Dallas, Texas

Arabian Nights, 1 set, 10 vols., Scribner.
Tarbell's Teachers Guide, 1919, good condition.

Smith & Lamar, Agts., 810 Broadway, Nashville, Tenn.

The Life of Lorenzo Dow.
Hartwig, The Sea and Its Living Wonders.
Denizens of the Deep.
Hartwig, Sea Monsters and Sea Birds.
Hartwig, Subterranean World.
Lea's History of Spanish Inquisition, vol. 1.
Milburn, W. H., Rifle, Axe and Saddlebags.
Life of Bishop Emory by His Son Robert Emory.

P. Stammer, 61 Fourth Ave., New York

Babbit Principles of Light and Color.
Schufeldt, Human Form.
Gerrish's Anatomy.
Tuscan, Feasts and Friends.
Lazar, Practical Hints to Art Students.
Wegman's Hist. of N. Y. Water Supply.
Skinner's Source of Measures.

G. E. Stechert & Co., 151-155 West 25th St., New York

Allibone, Prose Quotations, Lipp.
Andros Tracts, 1868, 3 vols.
Baird, Hugenot Emigration to America, 2 vols.
Burgess, Greeks in America, Boston.
Cabell, Eagle's Shadow, McBride.
Calendar Virginia State Papers set.
Cattell, Lippincott's New Med. Dicty.
Collections Histor. Soc. So. Car., set.
Collections Mass Histor. Soc., set.
Doane, Insects and Disease, Holt.
Dunton, Letters from New England, 1686.
Eberlein, Colonial Homes of Phila., Lipp.
Edward Randolph 5 vols. 1898-9.
Gurney Portsmouth, Historical Picturesque, 1902.
Hoadley, Colonial Records of New Haven, 2 vols.
Hollander & B., Am. Trade Unionism, Holt.
Howe, Letters and Journals, ed. Richards.
Hutchinson Papers, 2 vols., 1865.
McClendon Phys. Chem. Vital Phen., Princeton.
McLaughlin & H., Cyclo. Am. Govt., App.
Motley, Morton's Hope, 2 vols. 1839 Harper.
Official Letters Alex. Spotswood, 1710-22.
Peters, Jews in America.
Records of North Carolina, set.
Records of Plymouth, 12 vols.
Sir Ferdinando Gorges, 3 vols., 1890.
Southwestern Reporter, set.
Stedman H., Library Amer. Literature.
Tissot, Life of Jesus Christ, 3 vols., Chicago.
Virginia Magazine History, set.
Von Sybel, German Empire, 7 vols.
Winckelmann, History Ancient Art H. M.
Westcott, Historic Mansions, Lipp.

E. Steiger & Co., 49 Murray St., New York

Hawthorne, Julian, Subterranean Brotherhood.

W. K. Stewart Co., Louisville, Ky.

Lewis, Alfred Henry, Sunset Trail.
Prentiss Poems.
Life President Chester A. Arthur.

Stewart Kidd, Cincinnati, Ohio

Wise, Diomed.
Calkins, Gary N., Protozoology, pub. by Lea & Fiebiger, 1909 edition.
Butterworth, Zig-Zag Journeys Europe.

Harry Stone, 137 Fourth Ave., New York

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Wilson, H. L., Bunker Bean.
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Carlo, A. B. Frost, Doubleday.
Memoirs of John Fremont, set or odd vols., Bedford Clark Co.
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Strawbridge & Clothier, Market, Eighth and Filbert Sts., Philadelphia, Pa.

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Syracuse University Book Store, 303 University Place, Syracuse, N. Y.

Revell, Black Culture and Restraint.
Eaton, Idyls of Twin Fires.

The Talmud Society, 33 Newbury St., Boston, Mass.

Hebraica, Judaeca, books on The Talmud, Zionism, etc. Report everything of Jewish interest. Give full bibliographic description.

The Temple Review, 5513 Larchwood Ave., Philadelphia, Pa.

Cartoons of St. Mark, Horton.
Nature's Finer Faces, Rama Prosad.
Talmage Sermons, complete 20 vol., Christian Herald.
Jones, Sam, Quit Your Meanness.
Watry, Francis, Roman Catholic Altar to Protestant Pulpit.
Meyer, Reasons for Believer's Baptism.
Boole, St. Paul and the Roman Empire
Gregg, Facts that Call for Faith.
Gems of the Fireside, Poems and Prose, Notable Author.
Conwell, Commands and Promises.
Dawson, Making of Manhood.
Dixon, Milk and Meat.

Thoms & Eron, Inc., 34 Barclay St., New York

Shaw, National Revenues, McClure.
Coker, Organismic Theories of State, Longmans.
Adams, Life of Albert Gallatin.

Lewis Thompson, 29 Broadway, New York, N. Y.

Ebrietatis Encomium, N. Y., 1910.
Americana Ebrietatis, N. Y., 1917.
Delafield, Biography of Francis and Morgan Lewis.
English Notes, Boston Daily Mail Office, 1842.

Joseph Thornton & Son, 11 Broad St., Oxford, England

Taine, Modern Regime, transl. by Durand.

C. L. Traver, Trenton, N. J.

Beerbohm, And Yet Again.
Decameron of Boccacio, Flaming ed., trans. by Kelley, pub. by Barrie.
Abbott, Testing Machines, Van. N.
MacCallum, Pathology.
Richardson, Beyond the Mississippi.
Radford, Cyclo. of Consruction.
Wales, The Yoke.
Skinner, Myths and Legends of Our Own Land.
Cramer, Talks to Students on Art of Study.

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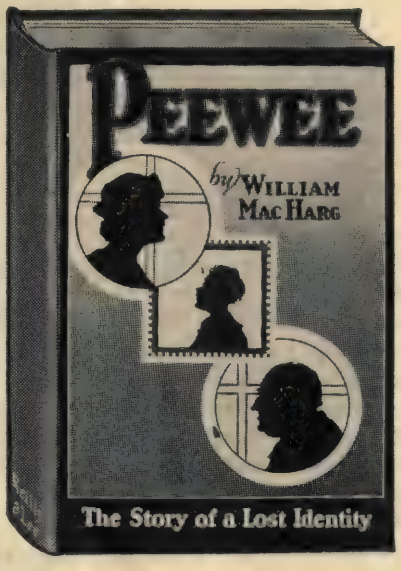

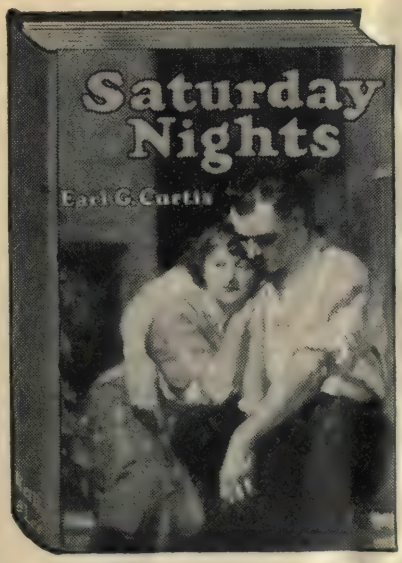

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¶ The same enthusiasm with which we backed "The Great Impersonation" is behind this book, and with your co-operation a six figure sale is a certainty.

To Help You Sell "The Great Prince Shan"

1. **Postcards, with your imprint, for mailing to your customers.**
2. **Extra Jackets, in four colors, for making window display.**
3. **Enlarged portrait of E. Phillips Oppenheim, for window display.**
4. **A series of posters, showing excerpts from the story, for display.**
5. **Electros or matrices, of advertisements to be run in your local newspapers. We will pay one-half the cost of such advertising.**
6. **A card soliciting advance orders. Hang it in your window as soon as you receive it.**

Ready on March 11th. 303 pages. $2.00 net.

NOW IN ITS SECOND LARGE PRINTING

Boston LITTLE, BROWN & COMPANY Publishers

A Novel of Distinction

The INHERITANCE *of* JEAN TROUVÉ

By NEVIL HENSHAW

A novel distinctly American yet fragrant with an almost Old-World flavor; romantic as the moonlight of old Creole Nights, poignant as an authentic life-story faithfully set down; at once robust and delicate, exciting and literary, appealing to women by its love story and to men by its adventure. An author of remarkable qualities. A book you will enjoy reading and delight to recommend.

THE BOBBS-MERRILL COMPANY

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

February 25, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Publication Dates

IT is not always realized in the book-trade how much importance is attached to the existence of a well-observed publication date especially for those titles on which the public's expectation has been most keenly aroused. The case needs restatement especially now, as there has recently been much irritation over the subject in the trade.

In the field of the magazine the importance of the publication date is clearly recognized; shipping is carefully timed, in order that all dealers may receive the issues at the same time in all parts of the country, and the local distributors are extremely careful that no one dealer shall put a magazine on sale before the announced date. Only by a careful observance of this practice by the dealer can a condition of irritation be avoided among the different outlets, each one of which has the right to feel that it displays new matter as promptly as the other.

In the field of books the understanding of the importance of observing publication dates has not been as clearly accepted, and this has come about partly because on so many books it is not important that display shall be simultaneous and publishers on such books do not take as great pains to provide for simultaneous deliveries in all parts of the country. During the war period and just after, there was also great difficulty in planning the exact publication dates, as neither printers nor binders could be relied on to fulfill promises during the pressure of over-time work. This meant that advertising and promotion could not be as carefully timed as before. These latter conditions have now passed, and a publication date of an important title can now be accurately set and the national and local advertising timed with a reasonable certainty of fulfillment.

When, however, dates are announced in this national advertising, it is necessary to allow for a margin of safety by shipping goods to distant points some days ahead. At this point a very definite responsibility falls on the bookseller who may receive his stock before the date mentioned. The publisher usually on an important item sends the bill ahead and marks the bill prominently with the publication date, warning the dealer against too early display.

Many booksellers have apparently felt that this warning was a mere formality and passed the invoice down to the shipping room without instructions, with the result that the books may appear in the window or on the counter some days ahead. This bookseller should stop and think of the injustice this does to the other booksellers on the same street, or at the nearby news-stand, or in the neighboring cities who are conscientiously observing instructions. A lax handling of this problem means irritation among booksellers who should be cooperating, and it means remonstrating telegrams to the publisher.

As a specific case, on the publication of Mrs. Burnett's new novel one bookseller put the book on display eight days ahead of the date set. Realizing that this was against the wishes of the publisher, he did not put it on top of the counter, but kept it handy for selling in order to "steal a march" on the other fellows. In an eastern city a large department store put the same book on the counter more than a week ahead of the publication date, causing unfriendly comment from neighboring dealers who sent their telegrams to the publisher asking for permission to put it on sale.

The publishers are peculiarly helpless in this situation, and about all they can do is what some have already done, that is, if a bookseller has obviously broken faith, to avoid shipping to such bookseller in the future before the actual publication date. This means some special care in general shipping and a loss to the bookseller concerned, but it is probably the only way in which the publisher can actually make his point clear. It would be especially worth while if every bookseller would take this matter up with the receiving clerk and with all salesmen, in order that everyone in the store should understand the ethics of this situation and its importance in book-trade practice.

Another point in the publication date problem probably comes up in connection with less carefully scheduled titles, from the fact that publishers often forget to start books to distant

points in time to reach those cities by the time their advertising in the large national mediums breaks. Customers of the bookstores in outlying cities are very prone to believe that their local stores *are* behind the large city stores in having supplies, and if a reader in New Orleans, let us say, sees a book advertised in the New York *Times*, it will take a good deal of explanation by the local dealer to convince that buyer that it is not already on full display in New York and that it is not the backwardness of the said dealer that prevents its being in New Orleans.

Sometimes this happens because the advertising got ahead of the display, even in New York, sometimes because the distant dealer's supplies are coming by slow transportation, but frequently it is because the publisher does not realize the condition of affairs in the outlying city and fails to take every precaution to get books there on time so that the reputation of the local store for service may be maintained.

Against American Valuation

THE system of tariff levying by American valuation, which has been so strongly protested against by the entire book-trade, seems to be going aground in Congress, according to reports now received. While the Ways and Means Committee of the House still declare that no other method can be used, the Republican majority of the Senate Finance Committee is having schedules of the tariff bill rewritten, basing the duties on foreign market value. The disagreement between the two houses of Congress may lead to delay, but it is a welcome sign for the book business that such a disagreement has come about, as the American valuation more than doubled the book duties and provided a protection that no one in this market was asking for. Such protests as have been going up in this field have probably been duplicated in other fields, and the trade should intensify its contact with Washington to insure a fair tariff without prohibitive rates.

Bible Society Quits Printing

THE announcement that the American Bible Society is to cease doing its own manufacturing has created wide interest. For more than one hundred years this Society has owned its own manufacturing plant, and since 1853 has been located in the building known as the Bible House on Astor Place, New York. It will now close its press, electrotyping and composing room. and it may sell the entire building and relocate. The Society is not to curtail its activities in distributing Bibles, but will have its manufacturing done by contract in different places.

The New York press believes that this is a direct result of the increased cost in manufacture in New York City. The New York *World* says, "The cost of Bible paper handicaps the Society, but that factor is uniform thruout the country. Labor costs and fire insurance are given as among the reasons for the change in policy. It is well known in the book and magazine publishing business that much of the printing work directed in New York which is not of a nature to demand quick delivery as in the daily press is done at a distance."

The Society reports that besides placing printing and other plants outside of New York it will also manufacture in China, Japan, Siam and Asia Minor, where it has been conducting experiments for many years. The Society issues Bibles in seven different languages.

Which Are the Best Travel Books?

THE Travel Club of America, under whose auspices an international travel exposition will be held in New York during Travel Week, March 25th-April 1st, wants the book loving public of America to decide.

Nominations of various books are now in order from authors, literary critics, librarians, booksellers and the general public, according to the Travel Book Committee of the Travel Week Celebration, Frederic G. Melcher, Chairman; Josephine A. Rathbone, author of "Viewpoints in Travel" (published by the American Library Association); and Louis Froelich, publisher of *Asia Magazine*. Nominations not to exceed in number ten books will be welcomed by the committee up until March 10th, addressed:

TRAVEL BOOK COMMITTEE,
GRAND CENTRAL PALACE, NEW YORK

The twenty-five books receiving the greatest number of votes will be displayed in windows of New York book shops during Travel Week and also at the Travel Exposition. Visitors to the show will decide by ballot which are the best ten of these. The ten will constitute what will be known as the "Wanderlust Shelf," and announcement of the titles will be made on the afternoon of Friday, March 31st, at a reception tendered by the Travel Club of America to all authors of travel books.

Trade Associations and Government Restrictions

FROM the office of Secretary Hoover in the Department of Commerce has come an important document which will greatly clarify the situation for trade associations and make it much easier for them to direct the scope of their work without feeling that there is any real danger of running counter to the Sherman Law. This document takes the form of a long and detailed letter reviewing the situation of trade associations directed to Attorney General Daugherty by Secretary Hoover, followed by an acknowledgement and brief comment from the Attorney General.

This discussion has made it possible for Mr. Hoover to describe carefully certain activities that are common to a great many trade associations and to ask the Attorney General whether in his opinion these seem to be in any way in conflict with the Sherman Law. The list which has thus been submitted and approved covers those aspects of trade organization work which are most important to these industries and most important to the trade progress of the country. As Secretary Hoover pointed out, the Act which created the Department of Commerce imposed on that Department the duty "to foster, promote, and develop foreign and domestic commerce, the mining, manufacturing, shipping and fishery industries and the transportation facilities of the United States." In following that injunction, the Secretary has employed all legal means to get in close touch with each industry and secure the best available information with regard to the needs of our trade and commerce. Facts on conditions were a necessity, and, as a large number of trade associations were in existence, the Department made inquiry as to their form of organization and the functions that were forming to see whether their material could be utilized.

"Commercial progress in industry," to give in brief Secretary Hoover's communication, "has always been measured by the advance in knowledge of those engaged in the industry. Its acquisition is the result of continuous intelligent inquiry and must embrace all facts and circumstances that will in any way influence the industry. These facts and circumstances must include economic conditions as well as scientific facts, and all commercial conditions that make for efficient production, merchandising and distribution.

"The difficulty seems to lie in the determination of the means and methods that may be adopted to secure such information without comment, but when two individuals seek to join their efforts and each has views that each has gathered. the collective activity seems not to be permitted. In other words, the objection does not go to the instrumentality but to the abuse of the information that may be collected.

"No form of legislation has ever yet been devised that would prevent men from committing crimes if they are so minded. The criminally inclined represent a small minority, and it may be said in a general way that, excepting offenses against persons and property, most of the criminal statutes regulating trade and commerce and forbidding acts that seem against sound policy have been made necessary for the control of the minority. The fact that the minority may be known to violate given laws does not establish the principle that the primary means should be forbidden by law-abiding citizens.

"Trade associations have been in existence for many years. The great majority are legitimate, both in form of organization and activity. It may happen that an association has a lawful form but that its officers might be acting against the law and against the association's charter, or that members might do so. It would seem more easy to determine the forms of organization and activities that are generally recognized as good than to determine those that are bad. It is with much earnestness that I claim there is propriety, generally speaking, in these trade organizations. Their lawful field of endeavor is large, and their activities work for promotion and advancement of public welfare and for progressive economic organization. The character of trade organization, the existence of which should be preserved, is the one that has these lawful purposes in the articles of the association and whose activities are in harmony with its declared purposes.

"There is much information collected by a trade organization that would be of vast value to the public generally if published in practical available form. Some restrict these statistics to members; others make them public. Information lawfully secured and made public can certainly not be harmful. It is my belief that good morals and a sense of fair dealing require the giving of information secured in this collective manner to the public generally, to the end that all persons engaged in commercial transactions involving the information in question would be on an even footing.

"I desire the informal expression of your views, as attorney-general, as to the following activities on the part of trade associations and their members wherein neither the form of the association nor the activity is used to hide or conceal some contract, combination, conspiracy,

agreement or understanding, secret or otherwise, on the part of the association or any part thereof, to actually restrain the trade or otherwise violate the Sherman Act."

The proposals put forward in the form of questions may be more briefly stated in the positive form as follows:

1. A trade association may provide a standard or uniform system of cost accounting and recommend its use, provided that the costs so arrived at are not furnished by the members to each other, or to the association and by the latter to the members.

2. May advocate and provide uniformity in trade phrases for the purpose of ending confusion in trade expressions.

3. May advocate and provide standardization of quality and grades of the products of its members.

4. May collect credit information, providing such information is not used in establishing so called "black lists."

5. May handle insurance of members.

6. May engage in cooperative advertising for the promotion of trade and may engage in such form of promotion by furnishing trade labels, designs, etc.

7. May engage in the promotion of welfare work in the plants of its members.

8. May handle all legislative questions that may affect the particular industry, such as tariff, transportation, litigation on rates, etc.

9. May undertake to promote closer relations between the industry and the Federal and State governments.

10. May collect statistics from its members showing volume of production, capacity, wages, consumption, domestic or foreign distribution, stock statistics, wholesale and retail. It may compile the information into a consolidated report. It may file the combined statement with the Secretary of Commerce for distribution by him to the members of the association thru the public press and to the public generally.

11. While collecting production and distribution statistics, may have members report prices. These prices may be consolidated into one table, and this compilation sent to the Secretary of Commerce to be distributed by him to the public.

In replying, Attorney General Daugherty, after making two specific suggestions, said:

"I can now see nothing illegal in the exercise of the activities mentioned, provided always that whatever is done is not used as a scheme or device to curtail production or enhance prices or have the effect of suppressing competition. It is impossible to determine in advance just what the effect of a plan when put into actual operation may be."

The exceptions pointed out were that in issuing cost accounting systems an association should supply no basic cost such as, for instance, a uniform stumpage charge such as had been suggested by the Lumber Association.

Secondly, in cooperative advertising he said that the use of uniform trade labels on a uniform product by different manufactures might result in a uniformity of price. This objectionable plan, Secretary Hoover pointed out, was not intentionally embodied in the plan that he outlined.

This careful analysis of the trade association situation will put before many bodies a clear conception of what is possible and also indicate to others directions in which they can proceed. The National Association of Book Publishers, proceeding under its present constitution, would not come in conflict with any of the suggested prohibitions of the Sherman Law and might proceed to even further extension of its activities under the topics mentioned. The American Booksellers' Association, being a more informal body, may in the future go much further in aiding its members by statistics and trade information which would be strengthening to the profession.

From One Bookshop to Another

THE appearance of one well known city bookseller as lecturer in the auditorium of a bookshop in a neighboring city is an example of good cooperation that is rather unusual, and comes from the State of Minnesota. Mrs. J. T. Watson, manager of the book department of the Duluth Glass Block Store, opened a section last year for old and rare books, and, in order to introduce this type of material to the Duluth public, she invited Leonard H. Wells, the well-known bookman of the Powers Mercantile Company of Minneapolis, to come to Duluth and give an informal lecture on the old and rare books.

Mr. Wells not only knows rare books but has made numerous annual trips to London and knows the market from which they come. He took with him to Duluth a fine collection of rare items and special bindings, which added to the attraction of the exhibit already planned. The announcement of the lecture brought a large audience, it being given in the bookshop itself, where for a time book buying stopped, but, as Mrs Watson reports, those who just happened to come to the shop were as interested as those who had planned to attend the lecture and stood in the doorway while Mr. Wells spoke. Many people stayed afterwards and met Mr. Wells and asked his criticism on their favorite books or his estimation of some old volume long treasured in the family possessions.

Complaint Against New Books as Premiums

Booksellers Assert Publishers Are Undermining Net System

A SUB-COMMITTEE to investigate the use of new books as magazine premiums was appointed a few months ago by Charles E. Butler, chairman of the Board of Trade of the American Booksellers' Association, the committee to consist of Ralph Wilson of McDevitt-Wilson Co., as chairman, D. B. Browne of Himebaugh and Browne, and Cedric Crowell of the Doubleday Page Book Shops.

The committee has been making inquiries from booksellers all over the country as to their experience in noting the effect of the premium use of new books, and from the data collected has issued the following statement to the publishers:

STOP—LOOK—LISTEN:

"It seems strange that booksellers should feel called upon to appeal to the publishers to refrain from selling their publications at cut prices, when on the contrary they should be the ones to fight to the last to maintain them, for, the net price system is vital and essential to the existence of the book publishers and booksellers. No argument is needed here.

"Why the complaint?—because certain publishers have entered into selling arrangements, whereby their latest and most important books of the day are sold to the magazines at the maximum trade discounts, or better, for the purpose of being given away or being sold at a discount, as an inducement for the reading public, *to subscribe to said magazine*, in other words, the book has become a mere prize package.

The way of it is as follows and easily understood.

BOOKS GIVEN AWAY FREE IN RETURN FOR A SUBSCRIPTION

Literary Digest. Circular letter sent out by Funk and Wagnalls. Subscription price, $4.00.
"Woodrow Wilson As I Know Him," by Joseph Tumulty ($5.00). Sent with subscription for $4.00. Profit to buyer, $5.00

Ladies' Home Journal, Oct. 1921. Subscription, $1.50.
Select One—"Main Street," "The Sisters-in-Law," "The Brimming Cup," "The Top of the World," "The Portygee," "The Enchanted Canyon."
Profit to buyer—Selling price of the book. Sent prepaid.

Smart Set, Jan. 25, 1922. Subscription price, $4.00.
Select One—"The Triumph of the Egg," "The Three Soldiers," "Chekhov's Note Book," "Anthology of Another Town," "The Girls," "Erik Dorn," "Captain Macedoine's Daughter," "The Critic and the Drama."
Profit to buyer—Selling price of the book. Sent prepaid.

Weekly Review, June 4, 1921.
Select One—"Back to Methuselah," "Great Sea Stories," "Gentle Art of Columning."
Profit to buyer—Selling price of the book. Sent prepaid.

BOOKS AT CUT PRICES IN RETURN FOR A SUBSCRIPTION

New Republic, 1921. Subscription price, $5.00.
Strachey's "Queen Victoria ($5.00.)
Special edition bound for this magazine. In return for $6.50 in cash.

The New Republic for one year and "Queen Victoria."
$10.00 for $6.50—profit to buyer, $3.50. Sent prepaid.

Review of Reviews, Oct. 23, 1921. Subscription price, $4.00.
Wells' "Outline of History." Now offered at a reduction of 67 per cent—we can never make it again—at a special price of $3.50—with subscription for *one full year at its regular price*, $4.00. Both for $7.50.
$9.00 for $7.50—profit to buyer, $1.50. Sent prepaid.

Weekly Review, June 25, 1921.
No subscription required.
Offer at a club discount—50 latest books in lot of 5 assorted, at special price at about 18 percent discount. Sent prepaid.

Post Literary Review, Sept. 22, 1921. Subscription price, $2.50.

Christopher Morley, 3 volumes, "Parnassus on Wheels," "Haunted Book Shop," "Shandygaff," special edition, in return for $3.50 the set and *The Literary Review.*

$7.50 for $3.50, profit to buyer $4.00. Sent prepaid.

The Nation, Jan. 25, 1922. Subscription price, $5.00.

Van Loon, "The Story of Mankind," ($5.00.) In return for $6.50 the book and *The Nation* would be sent.

$10.00 for $6.50, profit to buyer, $3.50. Sent prepaid.

Post Literary Review, Jan. 21, 1922.

"Maria Chapdelaine," by Louis Hémon.

The book sells for $2.00. A yearly subscription costs $2.50. Our price to you for both is just $3.50.

$4.50 for $3.50, profit to buyer, $1.00. Sent prepaid.

This interesting notice follows:

To purchase any other book in the publisher's list jointly with a subscription to the *Literary Review,* add 60 per cent of the advertised price of the book, to the $2.50, *Literary Review* subscription price. This offer applies to both new and renewal subscriptions.

Profit to buyer, 40 percent. Sent prepaid.

"Certain publishers claim that this method of bookselling is to the great advantage of the booksellers. That the extensive advertising by the magazines of the book or books they use as premiums, brings them to the attention of many readers, who are induced by the advantageous offer to make the purchase of the magazine, and that thousands of readers who do not purchase the magazine, are induced by the glowing advertisement to buy the book of the bookseller at the regular price. In short, this magazine operation is an endless chain of publicity, thus benefiting the bookseller to an extent no one can determine.

"It does not seem to use that this beneficent sacrifice on the part of 'certain publishers' is done out of love and affection for either bookseller or magazine. Self gain of the publishers is the most evident factor.

"They further state that any loss in the transaction if any, is mutually borne by the magazine and book. This claim of benefit to booksellers is disputable. It may or may not be true as stated.

"Whatever gains may be made by the bookseller, if any, by this premium business, is a thousand times offset by the dangerous attack on the 'net price' system. In 1910 and prior years, the book-trade was on the verge from the crushing effects of price cutting. From then on till now, a great effort has constantly been made in support of 'the net price,' which with few exceptions, has been fairly well maintained. It is again grievously threatened from within.

"Can certain publishers be totally blind to the dangerous and harmful effect of giving their latest and most important book to the magazines to obtain subscriptions? Can they not see the harmful effect it must have on the best class of book readers, when they have glowingly placed before them, in magazine advertisement, books at a price the bookseller can not follow? $5.00 books at $3.50—a saving of 67 per cent—any books of any publishers at 40 per cent discount—the best book of the day—given free.

"Can they not realize that this course has the inevitable result of destroying the prestige of bookselling, reducing books to prize-packages, but above all, in openly supporting and encouraging thruout the book-reading public the impression that booksellers have been profiteers and are asking abnormal prices as evidenced by the magazine prices? Is there no equity in the minds of certain publishers, who, before entering into the publication of an important book, first solicit and obtain the advance order of the bookseller, predicating the size of the first edition on the results, thus clearly establishing a partnership? What can be said, when the book is made a success by their united efforts, when the publisher resorts to this method of increasing his sales, ignores his partner—the bookseller?

"What does the publisher suppose the bookseller might be tempted to do? He cannot afford to be undersold. If he meets magazine prices, all follow—then what? Can he afford to underwrite new publications? Can he afford to stock the books of certain publishers, that magazines will not accept? Or might he not insist before underwriting or buying the forthcoming book, that he be assured it will not be used as a magazine premium? Suppose he gives free as a premium books for a quantity purchase? To these certain publishers, we would say—STOP—LOOK—LISTEN.

Signed by Ralph Wilson, Chairman; D. B. Browne, Cedric R. Crowell, Committee of the Board of Trade of the American Booksellers' Association.

Convention Publicity Starts

A Letter to You!

Washington, D. C.

Dear Bill Bookseller:

I KNOW you're coming to Washington in May for our Annual Convention to help celebrate our First Anniversary. Of course you know that this will be our twenty-second birthday, but it will be *really* our first, for this is the beginning of a new era for our Association. To begin with, the convention is going to be financed by *ourselves—Booksellers.*

Publishers will do their bit, as *booksellers,* however, not as publishers. Every one, be he retailer, jobber or publisher, is a *bookseller,* of greater or lesser degree and everyone is going to put his shoulder to the wheel; and the publisher, as the greatest bookseller of us all, should not only himself be a member of our organization, but every one of his travelers or force, who is interested in the selling of books. The day of petty arguments is over—we are living in an age of co-operation and the final aim of us all is summed up in the few words—"how to sell more books." This convention is *not* going to tell you how to build bookshelves, or racks or tables, *not* going to show you how to install new accounting methods, *not* going to hear reports of your overhead or how much money you lost last year, but—we're going to get together and tell our right names and tell of the "boosts" we have given our business during the past year and the new points that have presented themselves to us. We're all going to stand up "right in meeting" and everyone is going to have his "say." A little later on I'll write you about the topics that will be discussed and say, boy, we're going to have some "meetin'."

And the best part of all, we're going to do this ourselves—we Booksellers—and the committee has figured it out that it can be done for a small fee, and—I know you will be surprised by the smallness of it—ten dollars a person will cover the whole thing—just think—Monday night—Tuesday night—Wednesday night—all day Thursday (the big "play day") and all Thursday night—I mean the best part of it. And the days will be taken care of, too.

I know you haven't been here in years, Bill, and there are hundreds of others just like you, waiting for an excuse to come to your National Capital. And just think, Bill coming from the North where Winter is still in the ground, to the land of Spring and sunshine, with the Capital's wonderful trees and foliage in full bloom—it's like going to Palm Beach in February.

And I'll tell you, Bill, confidentially, that we have a real *big man* as master of ceremonies at the Banquet and the speakers are all going to be of the same caliber. So make up your mind to be here *sure* and don't forget to bring your wife and daughter, for a visit here will be a most liberal education.

So here's looking at you and with you, toward the big 'get-together week" at Washington, the City Beautiful.

Cordially yours,

SIMON L. NYE,
Chairman Convention Publicity Committee.

Good Book-Making

THERE is no one who has ever attempted to express his ideals of good printing in concrete book form but knows that results often disappoint those who plan the book. To take a typewritten manuscript with or without illustrations and plan a perfectly suitable type-page and title-page and to get this produced with a balanced result perfectly satisfactory to the eye cannot be done every time or perhaps not once in a hundred times, but the sincere effort to do that thing shows up in the product and not only gives satisfaction to the user of the book but more and more persuades readers that the collection of a library is a present delight and a future pleasure.

Good manufacture in books like problems of taste in any direction cannot have set rules or standards, and few would be willing to take to themselves the responsibility of making any final judgment on merit, but what does carry thru to even the most casual purchaser is the intent to make a good book, and this usually makes itself evident even in the face of individual failures.

Nothing can be of greater help to the manufacturing man than good models to go by, as without models it is difficult to visualize the completed volume and give the instructions that will bring about the desired result. It would be well if every manufacturing man had near to his hand a collection of books that have been found pleasing to his eye and general

taste, in order that he may turn to these when a problem of a new book is in mind. He needs the completed book for study and comparison just as the printer needs sample pages and type models with which to work out his best efforts.

Besides this collection of well-made trade books, the manufacturer needs an enthusiasm for the beauty and meaning of sound type design and composition, which will generate an enthusiasm for good printing which will make the problem of planing even the least ambitious of volumes a task to be approached with interest. Once a good model has been worked out for a book of specific size and character, this book can be used for a pattern for future books of that kind.

A very beautiful piece of special typography that reprints a text well worth reading by the lover of good books is a volume privately printed at the William E. Rudge Press entitled "Modern Fine Printing in America," an essay by A. E. Gallatin. Mr. Gallatin pays a fine tribute to Bruce Rogers and D. B. Updike as artists of the first order in the field of fine book-making and printers who reflect the greatest credit on American art.

A very interesting innovation in book imprinting has been turning up on the volumes from A. A. Knopf, Inc., this year. On the back of its title pages it gives complete information as to who is responsible for the manufacture of its books. "Explorers of the Dawn," for instance, by Mazo De La Roche, set up and printed by the Vail-Ballou Company, Binghamton, N. Y.; Paper (Warren's) furnished by Henry Lindenmeyr & Sons, New York; bound by the Plimpton Press, Norwood, Mass." This gives credit where credit is due for a beautiful volume and gives it in greater detail than we have ever before seen credit given.

A notable book manufactured to the satisfaction of any booklover is "Maria Chapdelaine" by Louis Hémon (Macmillan.) The type page is of fine balance, the presswork is careful and the book has a deep blue second color on the title page and at the chapter headings.

An interesting opportunity to compare English with American book-making where the problem is similar is shown in the "New Cambridge Shakespeare," published by the Cambridge University Press and by Macmillan. The first two volumes were manufactured in this country and the third, "The Merry Wives of Windsor," has come to hand in the imported edition. The type page was evidently planned to be identical or as nearly identical as possible, tho the English edition is untrimmed. To our eye the American typography is every whit as satisfactory as that of the English. The price of the American edition is $1.40 and the English edition, eight shillings.

Doubleday have made a very attractive volume of "The Ragged Edge" by Harold McGrath with its usual use of the two-color title page. The type and page leave nothing to be desired for readableness.

Stewart Kidd has made a most attractive small twelvemo of Warren Miller's "The Sportsman's Workshop," printed at the Abingdon Press. The type page, chapter headings and general presswork are excellent.

A fine looking octavo comes from the Atlantic Monthly Press, Sterling A. Leonard's collection entitled "The Atlantic Book of Modern Plays." The binding is especially attractive, having simple lettering, and the yellow stained top matches the yellow ink on the side.

A well-planned reference book in its typographical layout is Waldo R. Browne's "What's What in the Labor Movement" (B. W. Huebsch, Inc.) The book is well bound in strong buckram.

A good example of the steady perfecting of standards by our American school book publishers is shown in "Elementary Community Civics" by R. O. Hughes. An amount of thought and care is given to page planning and illustrations that makes the book interesting to read while still obviously a textbook.

It has been pleasant for those who love great book illustration to see that Maurice Leloir's truly great illustrations for "The Three Musketeers" have been reprinted, this time in a one-volume edition (D. Appleton & Company). These famous pictures were engraved on wood by Huyot and have seldom been equalled as an example of how admirably a set of drawings can fit with a seeming inevitableness into the text. This book was originally made in two volumes, but will now become available to a larger public without having suffered any in the reprinting.

Ladies' Night at the League

THE New York Booksellers' League held the most important of its yearly dinners at the Hotel Brevoort the evening of February 15th. President Ralph Wilson was in the chair, and the speakers were Richard LeGallienne, who talked in a most interesting way on "The Human Side of Books," Henry Collins Brown, who showed pictures of old New York and talked on the interesting historical places, and Ida Bensey Judd, who gave readings from Molière. Hendrik Van Léon was also called on for a word of greeting at the end of the program. Among special guests at the head table was Mr. T. H. Sofield of the English house of G P. Putnam's Sons, who is in this country on a business trip.

Titles the Libraries Liked in 1921

A SUMMARY of the titles that have been approved as especially desirable for library use from among the publications of 1921 is tabulated below. In the Annual Summary number of January 28th there was printed a tabulation of the briefer list of books recommended for the *small* library.

There has been considerable desire expressed for the publication of the full summary as an interesting indication of how the demands of general library use were being met by the various publishers. These summaries are based on the *Booklist*, a monthly publication issued from the headquarters of the American Library Association at Chicago, edited by Miss Mae Massee with the cooperative aid of many librarians, specialists in various fields.

From this summary below the government documents, and pamphlets issued by libraries, etc., have been eliminated, and the total includes only the names of the publishers who had two or more titles in the list:

Abingdon Press	4
American Book Co.	2
American Scandinavian Foundation	4
D. Appleton & Co.	55
Association Press	5
Atlantic Monthly Press	13
A. S. Barnes Co.	4
P. Blakiston Sons & Co.	4
Bobbs-Merrill Co.	13
Boni & Liveright	17
Brentano	8
Bruce Publishing Co.	3
Century Co.	56
E. J. Clode	6
Cosmopolitan Book Corporation	5
Thomas Y. Crowell Co.	3
Oliver Ditson Co.	2
Dodd, Mead & Co.	36
George H. Doran Co.	88
Doubleday, Page & Co.	65
F. J. Drake Co.	2
Duffield & Co.	7
E. P. Dutton & Co.	85
F. W. Faxon Co.	5
Four Seas Co.	3
Funk & Wagnalls Co.	2
Ginn & Co.	7
Gregg Publishing Co.	2
Harcourt, Brace & Co.	62
Harper & Bros.	56
Harvard University Press	5
D. C Heath & Co.	6
Norman W. Henley Publishing Co.	5
Henry Holt & Co.	29
Houghton Mifflin Co.	86
B. W Huebsch	22
George W. Jacobs & Co.	3
Jewish Publishing Society	2
Marshall Jones Co.	9
Alfred A. Knopf	34
John Lane Co.	29
J. B. Lipincott Co.	25
Little, Brown & Co.	34
Longmans, Green & Co.	21
Lothrop, Lee & Shepard & Co.	7
R. M. McBride & Co.	14
J. A. McCann Co.	4
A. C. McClurg & Co.	5
McGraw-Hill Book Co.	18
David McKay	3
Macmillan Co.	170
Manual Arts Press	4
Moffat, Yard & Co.	5
Oxford University Press	11
Penn Publishing Co.	3
Page Co.	4
Isaac Pitman & Sons	4
Prentice-Hall	2
Princeton University Press	2
G. P. Putnam's Sons	46
Rand, McNally & Co.	4
Reilly & Lee Co.	4
Fleming H. Revell Co.	5
Ronald Press	13
Russell Sage Foundation	6
Charles Scribner's Sons	76
Thomas Seltzer	3
A. W. Shaw Co.	3
Silver, Burdett & Co.	3
Small, Maynard & Co.	17
Stewart Kidd Co.	6
F. A. Stokes Co.	45
University of Chicago Press	6
D. Van Nostrand Co.	2
John Wiley & Sons	12
H. W. Wilson Co.	15
J. C. Winston Co.	3
World Book Co.	3
Yale University Press	14

The Case of Darwin

THE fight against the appearance of the doctrine of evolution in the teaching of any public schools which was begun in Kentucky has spread east to New York, where Dr. John Roach Straton, Pastor of the Calvary Baptist Church, has made it an issue. The Kentucky legislation to prohibit the teaching of evolution in any school that received public funds was defeated thru the votes of the representatives from the larger cities.

Adventures of a Bookseller

By Ketch

ON Wednesday of each week the Chamber of Commerce offered a dinner to its members at which some visitor spoke, or a pertinent subject was discussed, and Mr. Bigboss of the Bookstore never missed the event, as he was a natural 'mixer,' and loved to rub elbows with his fellow merchants. He had hit up an acquaintance there with five jolly fellows whom he knew as Beans, Coffee, Food, Pigs, and Duds — and was known by them as Books; and the acquaintance had ripened into a warm friendship. At every meeting these six old cronies would get together and form a little group in the social room before going out to dinner, and dinner always saw them lined up side by side.

SIX OLD CRONIES WOULD GET TOGETHER

As Mr. Bigboss stepped from the elevator on this particular Wednesday, Duds waved to him and waited for him as he checked his hat and coat. Then the two walked arm in arm over to the corner where the rest were gathered.

"Ah, there, Books," said Beans, "you're late today."

"Here's a seat," said Food, making room.

"Gentlemen," said Books, seating himself with Duds, "What's the program today?

"A Canadian is going to speak," said Pigs, and referring to a circular he held, "His talk is on 'Reciprocity—the Soul of Trade.' That ought to be good."

There was a chorus of approval.

"Yes," said Books, "It *ought* to be good—and I hope it'll *do* good. But I'm rather skeptical."

"Skeptical!" exclaimed Pigs. "What do you mean?"

Books smiled a wry smile.

"How many of you fellows have an account with me?" he asked.

"Oh, my dear fellow," said Duds, "I leave the book question to my wife."

"If ever I need a book I'll come to you, Books," said Pigs. "But, Lord! I never have time to read."

Food was just about to corroborate this when Books burst into loud guffaws, and continued to laugh as tho there was a huge joke somewhere. The five regarded him quizzically.

"'Hasn't got time to read!'" roared Books. "That's good, that is!"

He slapped Duds on the knee and asked him amid chuckles if "That wasn't rich;" and Duds, rather mystified, began to laugh, too. Pigs flushed.

"But, good Lord, man!" he exclaimed in a protesting voice, "I haven't. Not a minute!"

At this Books laughed louder than ever, and the rest catching the contagion of his laugh, were soon laughing, too. Pigs got redder and redder.

"All right," said he, in an injured tone, "Laugh if you want to, but it's the truth; and there's darn few business men that do find time."

"Oh, now—" said Brooks.

"Darn few!" repeated Pigs with asperity.

Books ceased his laughter, but with a mirthful eye on Pigs, said,

"Do you find time to *eat,* Pigs?"

"No," said Pigs savagely, "I *take* time."

"And what would happen to you if you didn't take time to eat, Pigs?"

Pigs did not answer, but sat flushed and provoked, looking far away.

"Boys," said Books earnestly, "What would happen if you didn't eat regularly? Speak up now."

"Starve," said Beans, patting his tummy.

"Exactly!" exclaimed Books. Then he tapped his forehead, and looking at Pigs, added, *"Starved!"*

This time Beans and Duds and Food and Coffee joined the laugh, but Pigs got to his feet and said in a severe voice:

"They are moving out to lunch. Shall we go?"

Mr. Bigboss returned to the Bookstore later in the day, and had no sooner taken his seat than Mr. Ondeck approached, a book in his

"I've been reading this thing that came in this morning—'Satanic Satires'—and it sure is great stuff. Read it?"

"Not yet," said Mr. Bigboss, taking the book. "Good, you say?"

"Great! And we only got five copies. Seems to me its worth more."

Bigboss opened at random at the Preface,

> The author of this little volume is perfectly aware that Satire is not a popular form of writing. Satire is largely ridicule, and ridicule is the most deadly of all weapons. While aimed at one object, it generally hits a dozen, and it is not unlikely that the reader will receive some good, hard whacks. But bear up, my friends, and remember that the fact that you are vulnerable indicates that you need those whacks. Be a sport!

Bigboss began to laugh heartily as he handed back the book.

"Increase the order to ten—and here are five addresses to which you may send each a copy . . . on approval. I think four of them will stick."

And again he burst into laughter. Ondeck regarded him quizzically.

"What's the joke?" he asked.

So Bigboss told him the dinner episode, and added:

"We're not aggressive enough, Ondeck! Look at other businesses—they pound away every chance they get; wear their business on their sleeves and stick to you like a leech. They never miss an opportunity to get their propaganda over to you, no matter where you meet; and that's what we've got to do! Seize every opportunity that comes along to push the book business, Ondeck! We've got to get into the modern game—and fight!"

A Professional Necessity

MANY suggestions are being carried in the newspapers to help citizens properly prepare income tax reports, and among other information there is the information that subscriptions to professional journals should be among the deductions in the same way as office rent, light, heat and telephone. This is a very interesting testimony to the concrete importance of the professional journal in connection with any business. The Government Bureau's statement of the case is as follows:

"A professional man—lawyer, doctor, dentist, architect, author, etc.—may claim as deductions the cost of supplies used by him in his practice, expenses paid in the operation and repair of an automobile used in making professional calls, dues to professional societies, *subscriptions to professional journals,* office rent, the expense of fuel, light, water and telephone used in such offices and the hire of assistants."

The English Literary Year Book

IN its second year of issue under the editorship of Mark Meredith, the English "Literary Year Book" for 1922 becomes a reference book of great value. a book of nearly 1300 pages containing information that is in daily request at every library, bookshop or newspaper office.

650 pages are devoted to a "Who's Who in Literature," giving the record of about 5000 English and American authors, correct birth date, present address, list of books and other literary activities.

A list of fictitious and pseudonymous names has been compiled, 1500 in all; a list of England's booksellers so marked as to indicate whether the dealer carries new books, second-hand books, antiquarian books, circulating library, or is an export house. There is a list of all the branches of Boots and W. H. Smith & Sons.

A very important list for American use is the index to British periodicals, arranged alphabetically and again in classified form; a list of British newspapers and of the periodicals of the British Colonies and commonwealths; an alphabetical list of American periodicals; valuable material for authors' use such as the reprint of the present American Copyright Act, of the Canadian Copyright Act, of the articles of the Berne Convention; an account of the American Income Tax as applied to authors; information on moving picture rights with a list of the producing companies both in England and America; important data on dramatic rights; a list of English theaters and a list of English publishers and their specialties and a list of American publishers and their specialties.

The public libraries of England are listed, giving the population of the city, the librarian's name and some particulars about the collection; also, a list of 2200 American libraries with the name of the librarian and with the size of the city.

This makes in total a needed reference book of very great importance, which will save much time and long hunting during the coming year. It is published in United States by the PUBLISHERS' WEEKLY, price $3.00.

A Correction

An item under "Business Notes" in the issue of January 28th is corrected to read:

MELBOURNE, AUSTRALIA.—The Melbourne branch of Whitcomb & Tombs, Ltd., will be continued under new management. All correspondence should be addressed to the head office at Christchurch, New Zealand.

An Uncorrected Galley

THEY WENT TWO AND TWO

The I. W. W.

(Industrious Workers of the "World")
Said F. P. A. to Heywood Broun,
"They're all agog at what we're doin'!"
"I wonder how we get this way!"
Said Heywood Broun to F. P. A.

Suppressed Defiers

Said Teddy Dreiser to J. B. Cabell,
"Haven't we raised an awful gabble!"
"Yes, we really should be nicer,"
Said J. B. Cabell to Teddy Dreiser.

The Old, Old Order

Said Elmer More to Stuart Sherman,
"Let's clean up these younger vermin."
"All right, let's; they make me sore,"
Said Stuart Sherman to Elmer More.

History

Said H. G. Wells to Hendrik Willem,
"Let's collect some facts and spill 'em."
"I hope to gosh the darn stuff sells,"
Said Hendrik Willem to H. G. Wells.

The Expatrioteers

Said T. S. Eliot to Ezra Pound,
"Methinks I hear an ominous sound."
"Yes, they'll have us both in hell yet,"
Said Ezra Pound to T. S. Eliot.

The Beginning of Charity

Said Bill Benét to brother Steve,
"We're both all right, I do believe."
"I think there's something in what you say,"
Said brother Steve to Bill Benét.

The Smarty Set

Said old George Jean to Henry L.,
"How long can we keep raising hell?"
"That remains, dear, to be seen,"
Said Henry L to old George Jean.

Speaking of Dreams

Said Sigmund Freud to Jung, C. J.
"They're going to call our bluff some day."
"We should worry and be annoyed,"
Said Jung, C. J., to Sigmund Freud.

—Seward B. Collins in "The Eagle Eye," in the Brooklyn *Daily Eagle*.

A RUM JOKE

An Eastern man has been having imitation books made of steel and using them for liquor storage—quarto size, maybe.—Indianapolis *News*.

If he got caught did he get 12mo.?

Current Clippings

THE ORCHARD HILL PRESS, recently listed in our Current Clippings column with the address Yonkers, N. Y., is located at Croton-on-Hudson.

REFERENCE to the 1853 Trade List of Little, Brown & Company leads one to believe that this house published more of the titles mentioned in Don C. Seitz' article "Best-sellers of the Fifties" reprinted in the PUBLISHERS' WEEKLY of January 28th than any other publishing house doing business in 1853, and today publishing over the same imprint as then. Little, Brown & Company published Spark's American Biography, fifteen volumes, Daniel Webster's Life and Works, six volumes, and Bancroft's History of the United States, three volumes. Judge Story's publications in law included twelve titles and two of these are still on their list. Kent's Commentaries, four volumes, is still in print, and there is a steady sale for Greenleaf on Evidence, three volumes, sixteenth edition, revised, which it is interesting to see sells for fifteen dollars per set as against the price of $16.50, in 1853, mentioned in Mr. Seitz' article.

THE O. HENRY Memorial Prize Award Committee of the Society of Arts and Sciences has completed its selection of the best stories of 1921 and Doubleday, Page and Company announce that the new volume will appear in early March. This yearly memorial to the master short story teller is a collection of the best short stories by American writers which have appeared in American magazines during the year, as selected by a committee of the Society which has as chairman Dr. Blanche Colton Williams of Columbia University. This year's volume will contain sixteen stories, many of them by familiar authors, others by young writers practically unknown. The winners of the first and second prizes will not be announced until the annual dinner of the society in the Spring.

A BOOKSELLER has just pointed out that when a copy of Mary E. Richmond's "What is Social Case Work?" published by the Russell Sage Foundation is sold, the bookseller has sold that book's bibliography of 59 other books, 47 of which are science and 12 of general literature. It is sometimes said, this bookseller continues, that social workers are not great readers, so it is of great interest to the bookseller to draw a selected list of books to their attention. Miss Richmond's book itself as an introduction to social case work is up-to-date, and is addressed to the interested public as well as to the social worker.

In the Field of the Retailer

The Bookshop's Neighbors

AN interesting example of a bookshop house organ comes from the newly established City Bookshop on South Virginia Avenue, Atlantic City. Mr. Rankin has the idea that his store would benefit by emphasizing the shopping interest of the neighborhood in which he has established, and in issuing a little booklet which describes his shop's facilities, he carries on alternate pages the advertisements of a score of shops located in his vicinity. "All these advertisers," the booklet says, "are located on or near Virginia Avenue, the new shopping center of Atlantic City." "The City Bookshop" fulfills the three desires of booklovers: You can *browse* with convenient shelves and comfortable chairs; *borrow* from a circulating library containing new fiction and selected up-to-date non-fiction; *buy* from an assortment of good books comprising standard works, poetry, drama, juveniles, books on special subjects and the best of the latest fiction.

The Sale of Health Books

AMONG the many "Useful Books" which might well come forward for more adequate display during March are the books on public health, hygiene and the care of babies. This is an especially important group of books, because every city is more and more interested in the problem of improving its health statistics, and the bookseller can take a real part in such plans for city betterment.

There is now almost nationwide competition in the field of baby statistics, one city quoting its rates against those of another. When in January the Health Commissioner of New York issued an article on "New York, the Healthiest City in the World," Seattle took it to task, showing that in fifteen years it had had a death rate of only 9.78, its nearest rivals being in order Portland, Ore., St. Paul and Minneapolis. In the statistics as to the number of deaths of babies under one year old, Seattle's rate is again lowest, followed by New York, Philadelphia, Milwaukee, Buffalo, Boston, Baltimore, Pittsburgh and Fall River, these statistics being only for cities over 200,000.

With this competitive feeling in the air, there is a splendid opportunity for the bookstores to help put into distribution the very best material in this field, so that each family may have not only an authoritative book on the care of children, but health books of other kinds such as may be needed by the average family. Such a campaign of promotion will receive support from numerous local organizations and build up an active business.

Juveniles the Year Round

THAT there is a steady growth of the idea that children's books can be sold twelve months of the year is being shown not only by discussion among retailers, but also by the publishers' plans and announcements, which indicate that this spring there will be many titles new for the book counters which will enable the bookseller who knows his community's interest to give freshness and new interest to his displays.

The old idea of having ninety per cent of the children's bookselling in November and December was partly due to the fact that parents were content to let their children's libraries grow wholly by gifts from the outside. As these parents realized that the children's reading interest could not be left to chance, there has been an increase in the month-after-month book buying, which must be much to the advantage of the boys and girls. There seems to be a feeling that the large illustrated books and reissues of classics in elaborate form still stand a better chance in the fall, but new juvenile fiction will be ready in considerable quantity for the spring, both in the general field of new titles and in addition to the established series.

The Year Round Bookselling Campaign is to give a new emphasis to children's books in connection with the "Back to Nature" slogan in April. A point that has been often overlooked in connection with children's books is that the father of the family ought to be a buyer just as much as the mother, to whom the problem has been always largely left. One of the factors that has brought about the great increase in the total sales of toys has been the fact that the father has also entered into the field. When it comes to books on the out-of-doors, fishing, tramping, outdoor sports and stories of the out-of-doors, the father's interest is always strong and runs very parallel to the boy's own developing needs.

In June there comes another important opportunity to bring forward children's books in connection with the "Summer Reading," and there should be considered at that time not only the interest of the older boys and girls, who in summer homes or summer camps have extraordinary opportunities for reading, but also among the youngest children to whom new picture books are an important diversion thru long summer hours. Booksellers ordering picture books or older children's books for the fall ought to plan for the delivery of at least some part of the stock for June, in order to stimulate this summer business.

Obituary Notes

EDWIN S. GRAY

EDWIN S. GRAY, copartner with his brother, W. A. Gray, in the ownership and management of Forbes & Company, Publishers, Chicago, died February 12th. Mr. Gray was born at North Andover, Massachusetts, in 1877. After leaving college he qualified to practice law but chose to join his brother in publishing. During the fifteen years that he has called on the trade he has won a host of friends from Coast to Coast, who remember him as a gentleman of unfailing courtesy and an enthusiast for the promotion of good literature and the best interests of the book-trade.

LOUIS TAG

LOUIS TAG, who for fifty-five years was treasurer of the America Tract Society, New York, died at his home in Brooklyn on Saturday, February 18th, 1922, at the age of seventy.

JAMES MARTIN PEEBLES

DR. JAMES MARTIN PEEBLES died at Los Angeles on February 15th. Dr. Peebles was the author of "How to Live a Century and Grow Old Gracefully," and he died at the age of ninety-nine years and ten months.

RICHARD RILEY ROSS

RICHARD RILEY ROSS, manager of the subscription book department of Dodd, Mead & Company for the past thirty years, died in Kansas City, Mo., on February 21st. While on a Western business trip, he was stricken with pneumonia, to which he succumbed after a brief illness. He was a resident of Mount Vernon, N. Y., where he took an active interest in social and church life, and is survived by two sons and two daughters, one of the sons having been associated with his father in the subscription business for a number of years. He was sixty-five years old.

Communications

ON GETTING OUT-OF-PRINT BOOKS

New York, February 17, 1922.

Editor, PUBLISHERS' WEEKLY:

Mr. Cannon's article is interesting, but the real reason why the second-hand dealers take little or no interest in library "want lists" is simply because librarians are seldom willing to pay just prices for out-of-print books.

An out-of-print book ought to command nearly as much as the published price, if it is in good condition, but the dealer who should ask it from Mr. C. or almost any other librarian would probably be met with, "What, pay you list price for a book I bought at one-third off? Not much! I'll give you $.25 (for a $1.50 book). I had just this experience with one of the largest Ohio libraries, in January.

Any librarian who will let it be known that he will pay, at any rate 90% of list, will get all he wants but probaby he would rather let his readers go without what they want, and then excuse himself by saying he must "make his funds go as far as possible," "A thing is worth what it will bring," and saying, as Mr. Cannon does, that "the chief obstacle is lack of interest on the part of the dealer himself," will not help the matter. Book dealers are not philanthropists, they have the same expenses to meet as have dealers in other merchandise, and this fact ought to be recognized. When it is, if out-of-print books cannot be obtained, it will be simply because such books are not in the market for sale.

BURDOCK.

COURTESY IN THE TRADE

Editor, PUBLISHERS' WEEKLY:

You've been running lately, in the PUBLISHERS' WEEKLY, a lot of interesting things under the heading "Courtesy in the Trade." Most all of it, however, has had to do with lack of courtesy. Ought not the first rate amiability that goes on in our business be passed along?

I'm thinking right now of what seems to me a striking instance of this. Twice in the Putnam advertising copy I've noticed favorable comments on William Beebe's "Edge of the Jungle" which we publish. Inasmuch, as the Putnam advertisements are for the purpose of bringing attention to their own publications, and not to their bookstore, I feel that this action on their part is an attitude reflecting a most generous contribution to the better ethics of the bookselling trade.

Most sincerely yours,

ELLIOT HOLT, *Advertising Manager,*
HENRY HOLT AND COMPANY.

Periodical Notes

WITH a February 1 issue, Rand McNally began the publication of a children's magazine, *Child Life.* It is a monthly for children ten years of age and under, and contains stories, pictures, rhymes, cut-out pictures, nature stories and descriptions of movies.

Business Notes

NEW YORK CITY.—The Hidden Bookshop in the Arcade between 74 Broadway and New Street, formerly managed by Robert Sherwood, is now in charge of Rumana McManis, who was formerly with the A. L. A. War Service. The shop carries new books and has a circulating library.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Aleichem, Shalom, pseud. [Shalom Rabinovitz]
Jewish children; tr. from the Yiddish by Hannah Berman. 268 p. D c. N. Y., Knopf $2
Nineteen short stories among which are "A page from the Song of Songs"; "Murderers"; "A pity for the living"; "The tabernacle"; "Boaz the teacher"; "Esther"; "This night."

Anderson, Marjorie
A web of thoughts. [verse.] 56 p. D c. '21 Bost., Four Seas bds. $1.50 n.

Bailey, Liberty Hyde
The apple-tree. 117 p. front., il. D (The open country books, no. 1) c. N. Y., Macmillan $1.50
Essays for nature lovers on the beauty of the apple-tree.

Baldwin, Maud Junkin
The children's division of the little Sunday school. 69 p. front., pls., pors. D c. Phil., Westminster Press bds. 60 c.
Partial contents: The children themselves; The program for the Sunday session; Training for the children's workers; Co-operation of parents and teachers.

Barnett, Henrietta Rowland [Mrs. Samuel Augustus Barnett]
Canon Barnett; his life, work and friends; by his wife; [preface by the Archbishop of York; new and cheaper ed.] 26+805 p. front. (por.), diagr., pors., pls. O '21 N. Y., Putnam $2 n.

Barton, William Eleazar
The life of Clara Barton; founder of the American Red Cross; 2 v. 1 +348 p. fronts. (pors.), facsms. (part fold.) pors. O c. Bost., Houghton Mifflin $10
The story of the career of Clara Barton and of her work during the Civil, Franco-Prussian and Spanish-American wars.

Benson, Edward Frederic
Dodo; a detail of the day; with a preface by the author; [new ed.] 441 p. D [c. 93-'21] N. Y., Doran $1.75
Formerly published by Appleton in 1893.

Benton, Rita
Shorter Bible plays. 135 p. front., pls., music, pors. D (The Abingdon religious education texts) [c. '22] N. Y. & Cin., The Abingdon Press $1.25
For small children.

Betts, Anna Freelove
The mother-teacher of religion; [with bibliographical footnotes: Books for mothers] 290 p. (4½ p. bibl.) front. pls. music O (The Abingdon religious education texts) [c. '22] N. Y. & Cin., The Abingdon Press $2
Helps for mothers, in which there are suggestions for the religious education of small children.

Bible
The companion Bible; being the authorized version of 1611 with the structures and notes, critical, explanatory and suggestive; pt. 4, Acts—Revelation; with 19 appendixes and general index to the appendixes. various paging O [n. d.] N. Y., Oxford University Press $3; limp leath. $5

Bible. Old Testament
The modern reader's Bible for schools; Old Testament, by Richard G. Moulton; [abridged ed.] 536 p. front. (fold. map) D c. N. Y., Macmillan $2.25

Binns, Ottwell
The lady of the North star. 291 p. D c. N. Y., Knopf $2
The story of the Northwest Mounted Police, and the search for a man which covered four hundred miles of frozen waste.

Brill, Abraham Arden
Psychonalaysis; its theories and practical application; 3rd ed., thoroughly revised. 468 p. (½ p. bibl.) tabs. O '22 c. '12-'22 Phil., W. B. Saunders Co., West Washington Sq $5

American (The) Federation of Labor
Disarmament; the American federation of labor its declarations and actions in support of disarmament and international peace; from official records. 35 p. (4 p. bibl.) O '21 Wash., D. C., The American Federation of Labor pap. apply

Bertram, Sir Anton, and Luke, Harry Charles
Report of the commission appointed by the Government of Palestine to inquire into the affairs of the orthodox patriarchate of Jerusalem 7+336 p. O '22 N. Y., Oxford Universiy Press bds. $5.65

Blair, R. Baxter
The world remapped; a summary of the geographical results of the peace settlement after the world war; [2nd ed., a teacher's handbook.] 70 p. tabs. D c. '21 Chic., Denoyer-Geppert Co., 460 East Ohio St. pap. 20 c.

Calderon, George [Tihoti, pseud.]
Tahiti. 260 p. front. (por.), pors., map, pls. O '22 N. Y., Harcourt, Brace $6
A picture of civilization in Tahiti. The author lived for four years among the Tahitians, sharing their life, learning their language and history and making friends of them.

Caporn, Mrs. Alice M.
Awake, Christian scientists! 365 p. D c. '21 Bost., Four Seas. $3
A discussion of present day problems of Christian Science.

Chaplin, Charles Spencer
My trip abroad. 155 p. front. (pors.) O [c. '22] N. Y., Harper $1
A record of the film comedian's travels in Europe.

Chase, Beatrice. *See* **Parr, Olive**

Chenery, William L.
Industry and human welfare; [introd. by Edward T. Devine.] 12+169 p. tabs. D (The social welfare library) c. N. Y., Macmillan $1.75 n.
Partial contents: The pioneer nation; The rise of industry; Wages in industry; Regularity of employment; The hazards of industry; The status of the workers.

Cooper, Clayton Sedgwick
Foreign trade markets and methods; [with two bibliographies i.e. A suggested list of books helpful in training for foreign commerce, [13½ p.]; Books as aids for acquiring languages, [7¾ p.] 13+440 p. front. pls. tabs. O c. N. Y., Appleton $3.50 n.
Partial contents: Foreign trade requirements; Knowing the export business; Foreign salesmanship as a career; Export advertising: its necessity and how accomplished; American shipping and our Merchant Marine; Cables: the nerves of foreign trade; Importance and adventages of knowing commercial languages; Understanding Britishers: a necessity for successful intertrade relations; Winning South American trade. Both bibliographies are arranged according to country.

Crowther, James Arnold
Ions, electrons and ionizing radiations; 3rd ed. 12+292 p. il. O '22 N. Y., Longmans, Green $4 n.

Davis, Sheldon Emmor
The technique of teaching. 8+346 p. (1¼ p. bibl.) tabs., diagrs. D c. N. Y., Macmillan $1.40 n.
Chapters on the teaching of spelling, reading and literature, composition and grammar, arithmetic, history and geography. The author is president State Normal College, Dillon, Montana.

De Candole, Alec
Poems; [with a biographical note by H. L. C. De C. i.e. Henry Lawe Corry Vully De Candole.] 8+86 p. front. (por.) D '20 N. Y., Macmillan $2 n.
The author wrote many of these poems while in active service in the war in which he served with the 4th Wiltshire Regiment and the Machine Gun Corps. He was killed in action Sept. 3rd, 1918.

Devine, Edward Thomas
Social work. 16+352 p. D (Social welfare library) c. N. Y., Macmillan $3 n.
A survey of social work for use in the class-room and for the professional social worker.

Dewey, Evelyn
The Dalton laboratory plan. 9+173 p. forms D [c. '22] N. Y., Dutton $2 n.
Partial contents: The plan; Opinions of teachers and pupils; The children's university school; The need for an improved education.

Diefendorf, Dorr Frank
The Christian in social relationships. 125 p. D (Life and service ser.) [c. '22] N. Y. & Cin., The Methodist Bk. Concern 75 c.
The relation of the Christian to public education, wage problem, public health, commercialized evil, treatment of criminals, political questions and the world brotherhood.

Dixon, Frank Haigh
Railroad and government; their relations in the United States, 1910-1921. 16+384 p. (1½ p. bibl.) O [c. '22] N. Y., Scribner $2.25 n.
Contents: Federal regulation, 1910 to 1916; The war period; The return to private operation.

Eagle, Solomon. *See* **Squire, John**

Ellis, Havelock, i.e. Henry Havelock
Little essays of love and virtue. 7+186 p. D [c. '22] N. Y., Doran $1.50 n.
A modern conception of the relation of the sexes.

Fletcher, Sir Banister Flight
A history of architecture on the comparative method; for students, craftsmen, and amateurs; 6th ed., rewritten and enl., with about 3500 illustrations. 34+932 p. front., plans, pls., diagrs., il., maps [96-'21] N. Y., Scribner $12
There are extensive bibliographies at the end of each chapter.

British Museum
Catalogue of the silver plate, Greek, Etruscan and Roman, in the British Museum by H B. Walters; with 30 pls. and 78 illustrations. 22+70 p. Q '22 N. Y., Oxford University Press $11.70
Cuneiform texts from Babylonian tablets, etc., in the British Museum; pt. 37, 1921; with 50 plates. 12 p. O '22 N. Y., Oxford University Press $8
A guide to the Egyptian collections in the British Museum; reprint of the 1909 ed., 1921; with 53 pls. and 180 il. in the text. 14+326 p. O '22 N. Y., Oxford University Press $1.15

Crockford's clerical directory for 1921-2; with which is incorporated the clergy list, clerical guide and ecclesiastical directory; being a statistical book of reference for facts relating to the clergy and the church. With supplement and full index of facts relating to the parishes and benefices of England and Wales and Ireland, and to the charges, missions, etc., of Scotland and the Colonies, and of Europe, North Africa, and the Mediterranean; 52nd issue. 192+2088 p. map O '22 N. Y., Oxford University Press $19; India pap. $28.35

Davies, A. Mervyn
The influence of George III on the development of the constitution [awarded the Stanhope historical essay prize for 1921 in the University of Oxford.] 84 p. O '22 N. Y., Oxford University Press $1.35

Deering, James Henry
Deering's codes and general laws; [a consolidated supplement to Deering's 1915 Codes and general laws, under one arrangement; contains several thousand new and amended laws now in force, passed at the sessions of the Legislature 1917, 1919 and 1921] in one volume; [for California lawyers.] 2601 p. O '22 San Francisco, Cal., Bancroft-Whitney Co., 200 McAllister St. buck. $10 n.

Gallatin, Albert Eugene
Modern fine printing in America; an essay; [originally printed in abridged form in The American Magazine of Art.] 16 p. O '21 N. Y., William E. Rudge, 218 William St. bds. $3 n. [priv. pr.]

Goldberg, Isaac, tr.
Brazilian tales; tr. from the Portugese with an introd. by [the translator.] 149 p. D c. '21 Bost., Four Seas $2 n.
Three stories and one play by Machado de Assis, José de Medeiros e Albuquerque, Coelho Netto and Carmen Dolores.

Grant, Frederick Clifton
The life and times of Jesus; teacher's manual. 164 p. D (The Abingdon religious texts; Week-day school ser.) [c. '22] N. Y. & Cin., The Abingdon Press $1 n.

Gregg, John Robert
Ejercicios progresivos en la taquigrafía Gregg. 69 p. obl. Tt c. '21 N. Y., Gregg Pub. Co. pap. 50 c.

Gunnarsson, Gunnar
Guest the one-eyed; tr. from the Danish by W. W. Worster; [original title Af Borgslaegtens histroie.] 340 p. D '22 c. '15-'22 N. Y., Knopf $2.50
A story of three generations in Iceland. Originally published in Denmark in four volumes.

Hamlin, Alfred Dwight Foster
A text-book of the history of architecture; new ed., revised; [entirely reset, together with additional matter made necessary by new discoveries.] 28+479 p. front., pls., plans D '22 c. '95-'22 N. Y., Longmans, Green $2.50 n.

Harrison, Elizabeth
In story-land; [new ed.] 215 p. O [c. '19-'22] N. Y., Macmillan $1.25 n.
Misunderstood children; sketches taken from life; [new ed.] 168 p. front. D [c. '19-'22] N. Y., Macmillan $1.25 n.
Two children of the foothills; [new ed.] 294 p. front., il. D [c. '19-'22] N. Y., Macmillan $1.25 n.
Formerly published in 1919 by National Kindergarten and Elementary College, Chicago, Ill.

Heindel, Max
Mysteries of the great operas; Faust, Parsifal, the Ring of the Niebelung, Tannhauser, Lohengrin. 176 p. D [c. '21] Oceanside, Cal., The Rosicrucian Fellowship $2
An interpretation of the secret teachings concealed in the great myths as embodied in these operas, for the use of the musician, student and occultist.

High, Stanley
China's place in the sun; [introd. by Paul S. Reinsch.] 29+212 p. front. O c. N. Y., Macmillan $1.75 n.
A survey, for the general reader, of the commercial, industrial, educational and religious conditions in China today.

Holden, Arthur C.
The settlement idea; a vision of social justice. 19+213 p. (7 p. bibl.) D c. N. Y., Macmillan $2.50 n.
Partial contents: Radical vs. conservative; The industrial community; The club and the summer camp in settlement work; Real or permanent benefits; Settlement administration and support; Problems of race and religion.

Howe, Mark Anthony De Wolfe
Boston Common; scenes from four centuries. 89 p. (2 p. bibl.) front O [c. '10-'21] Bost., Atlantic Monthly Press bds. $1.25
Formerly published by Houghton Mifflin Co.

Huebner, Solomon S.
The stock market. 15+496 p. (2¾ p. bibl.) forms, facsms., diagrs., charts, tabs. O c. N. Y., Appleton $3 n.
Contents: Services rendered by the organized stock market; Organization and operation of the market; Factors affecting security prices and values; Legal principles governing the stock exchange business.

Hughes, Ray Osgood
Elementary community civics. 14+449+25 p. pls., il., facsms. D [c. '22] Bost., Allyn & Bacon $1.20 n.
A text-book for teachers of Community Civics.

Huxley, Aldous Leonard
Crome yellow. 307 p. D [c. '22] N. Y., Doran $2 n.
A satirical story of a small houseparty of unusual people in an old English house.

Hyman, Libbie Henrietta
A laboratory manual for comparative vertebrate anatomy. 15+380 p. diagrs. O [c. '22] Chic., University of Chicago Press $2.50 n.

Immanuel of Jerusalem, Prince, pseud.
Criminals of Chicago. 258 p. D [c. '21] Bost., Roxburgh Pub. Co. $1.50 n.
A story of moral conditions in Chicago.

Kegler, Henri
Fancy salads of the big hotels. 76 p. front. (por.), il., pls. D c. '21 N. Y., The Hotel Industry, 143 W. 44th St. bds. $1.50
Vegetable and fruit salads, together with twenty-one recipes for dressings.

Fairbairn, John Shields
A text-book for midwives; 3rd ed.; with three pls. and 113 illustrations, five in colour. 14+366 p. O '22 N. Y., Oxford University Press $7.50

Feickert, Lillian Ford [Mrs. E. F. Feickert], comp.
New Jersey voters manual; [with] charts by Mrs. Frank W. Van Ness; programs and bibliography by Mrs. Oscar A. Nicklaus. 32 p. charts D c. '21 Plainfield, N. J., New Jersey Women's Republican Club pap. 15 c.

Gollancz, Sir Israel, ed.
Cleanness; an alliterative tripartite poem on the deluge, the destruction of Sodom, and the death of Belshazzar, by the poet of Pearl: with a frontispiece. 32+112 Q (Select early English poems, VII) '22 N. Y., Oxford University Press $2.25
Pearl; an English poem of the XIVth century; ed. with modern rendering, together with Boccacio's Olympia, with seven illustrations. 53+285 p. Q (Select early English poems, VIII) '22 N. Y., Oxford University Press $11.25

Harrison, P. N.
The problem of the pastoral epistles; with an appendix of the text of the pastorals showing words which do not occur in the ten Paulines, hapax legomena, and Pauline phrases. 10+184+16 p. O '22 N. Y., Oxford University Press $5.65

Keltner, Claud, and Keltner, Lloyd C.
Keltner's profit finder; the most complete and condensed profit finder at your service for marking of all kinds of merchandise; [a ready reckoner.] 12+100 p. tabs. O c. '21 Oklahoma City, Okla., The Printery $5

Kidd, Benjamin
A philosopher with nature; [preface by Franklin Kidd.] 7+211 p. D ['21] N. Y., Doran $2
Essays of birds, flowers and animals, for the general reader.

Korkunov, Nicolai Mikhailovich
General theory of law; English tr. by W. G. Hastings; 2nd ed. 26+524 p. O (Modern legal philosophy ser., 4) '22 c. '09 N. Y., Macmillan $6 n.
Formerly published in 1909 by the Boston Book Company.

Leacock, Stephen Butler
Elements of political science; new and enl. edition. 13+415 p. diagrs., tabs. (part fold.) D. [c. '06-'21] Bost., Houghton Mifflin $2.25
This new edition lays "special emphasis upon such topics as the League of Nations, and the whole discussion of nationalism and internationalism as factors in political evolution."

Lee, Mabel Ping-Hua
The economic history of China; with special reference to agriculture. 461 p. (10 p. bibl.) tabs. (part fold.) O (Studies in history, economics and public law; v. 94, no. 1, whole no. 225) c. '21 N. Y., Longmans, Green $4.50

London, Charmian Kittredge [Mrs. Jack London]
Our Hawaii; Islands and Islanders; new and rev. edition. 12+427 p. front., il., map O [c. '17-'22] N. Y., Macmillan $3

Lowe, Edmund Peyton
American principles; a series of brief, nonpartisan suggestions on public questions, designed especially for our young and our new citizens. 183 p. D [c. '21] New Orleans, La., [Author], 5301 Camp St. $1.85
Civics for the general reader and Americanization work.

Lyle, H. Willoughby, and De Souza, David
Manual of physiology for students and practitioners; 2nd ed.; with three pls. and 137 figures in the text. 16+824 p. O '22 N. Y., Oxford University Press $7

McKenna, Stephen
The Secret victory. 9+307 p. D [c. '22] N. Y., Doran $1.75
The third book of the author's trilogy dealing with the craze for individuality in English society.

Mandrey, William Henry, and Curtis, Anna Louise, comps.
The friendly poets and some of their poems frequently required for memory work in the schools; with introductory material for teacher and pupil 7+389 p. D [c. '21] N. Y., Hinds, Hayden & Eldredge, Inc., 11 Union Sq. $1.12

Masterman, Charles Frederick Gurney
How England is governed. 16+293 p. front., facsms., pls. O c. N. Y., Knopf $3
Contents: The making of a citizen; The government of the city; Law and justice; The government of the nation.

Mathews, Basil Joseph
The book of missionary heroes. 7+280 p. D [c. '22] N. Y., Doran $1.50
Stories of men and women who worked as Christian missionaries on land and sea, and who made the supreme sacrifice.

Latourette, Kenneth Scott
China under the republic. 23 p. O (International relations clubs, syllabus no. 9) '21 N. Y., Institute of International Education, 419 W. 117th St. pap. 25 c.

Law, Narendra Nath
Aspects of ancient Indian polity; with a foreword by Arthur Berriedale Keith. 20+228 p. O '22 N. Y., Oxford University Press $4.75

Lewison, Sam A., and Moon, Parker Thomas
Constructive experiments in industrial co-operation between employers and employees; a ser. of addresses and papers presented at the annual meeting of the Academy of political science in the city of New York, Nov. 4-5, 1921. 8+256 p. (15½ p. bibl.) O (Proceedings of the Academy of political science in the city of New York, v. 9, no. 4, January 1922) '22 N. Y., The Academy of Political Science; Columbia University pap. $1.50

Leyden, John, and Erskine, William, trs.
Memoirs of Zehir-ed-Din Muhammed Babur, emperor of Hindustan, written by himself, in the Chaghatai Turki; annotated and revised by Sir Lucas King; with front. in two volumes; [first published in 1826.] 92+324; 472 p. map O '22 N. Y., Oxford University Press $14.40; in one vol. India pap. $16.20

Lithuanian recognition advocated by Hon. William G. McAdoo, Dr. Herbert Adams Gibbons, Hon. Walter M. Chandler 70 p. map O ['21] Wash., D. C., Lithuanian Information Bureau, 1925 F St., N. W. pap. apply

Lucas, Sir Charles Prestwood, ed.
The Empire at war; ed. for the Royal Colonial institute; [in 5 v.]; v. 1. 12+324 p. il map O '22 N. Y., Oxford University Press $6.75

Lyall, Sir Charles James, ed.
The Mafaddaliyat; an anthology of ancient Arabian odes compiled by Al-Mufaddal son of Muhammad, according to the recension and with a commentary of Abu Muhammad Al-Quasim Ibn Muhammad Al-Anbari; ed. for the first time; v. 1, Arabic text; v. 2, Translation and notes. 37+894; 32+390 p. O '22 N. Y., Oxford University Press $45

Lybyer, Albert Howe
The question of the Near East. 31 p. O (International relations clubs, syllabus no. 8) '21 N. Y., The Institute of International Education pap. 25 c.

[McCarthy, Michael, comp.]
Disarmament and substitutes for war; selected references to books and periodicals in the Public library of the city of Boston. 17 p. S (Brief reading lists, no. 21) '21 Bost., Boston Public Library pap. 5 c.

McClusky, Evelyn McFarlane
Music memory in the schools; suggestions to teachers for correct correlation. 31 p. D [c. '21] San Francisco, Cal., Sherman, Clay & Co., Kearney cor. Sutter Sts. pap. 15 c.

Mencken, Henry Louis
In defense of women; [new ed.] 18+210 p. D (The free lance books, 6) '22 c. '18-'22 N. Y., Knopf bds. $2

Menzies, Amy Charlotte Bewicke [Mrs. Stuart Menzies; Woman of No Importance, pseud.]
Recollections and reflections. 14+287 p. O '22 N. Y., Doran $4
Stories of the great and near-great of England.

Meredith, Mark, ed.
The literary year-book; 23rd annual volume for the year 1922. 23+1284 p. front. O N. Y., R. R. Bowker Co., 62 W. 45th St. $3

Meyer, Virginia May Keller
Auction bridge quiz jingles, don'ts etc. 24 p. il. T [c. '21] Mt. Clemens, Mich., [Author], 91 Cass Ave. pap. 50 c. [in envelope]
Sure winners at auction bridge, new jingles, etc. 24 p. il. T [c. '21] Mt. Clemens, Mich., [Author] pap. 50 c. [in envelope.]
Auction bridge explained in a concise manner, with many of the rules set forth in simple rhyme.

Muirhead, Finlay, and Monmarche, Marcel, eds.
Paris and its environs; 60 maps and plans.; [with an Appendix: cabs, omnibuses, tramways, underground railways and river steamers and plans of Paris with street index.] 64+417+53 p. (1½ p. bibl.) il., plans, fold. col. maps. S (The blue guides) '21 N. Y., Macmillan $4

Murphy, Rev. Edward F.
The tale of two brothers "God is love"; A brave coward; Two mothers; il.; by John F. Burrough. 210 p. front., il. D [c. '21] Balt., O'Donovan Bros., 221 Park Ave. $1.25
Three stories for boys from 12 to 15 years.

Nathan, George Jean, and Mencken, Henry Louis
The American credo; a contribution toward the interpretation of the national mind; rev. and enl. edition. 266 p. D '21 c. '20-'21 N. Y., Knopf $2

Neville-Polley, Leonard Joseph
John Dalton. 63 p. (1 p. bibl.) front. (por.) D (Pioneers of progress; Men of science) '20 N. Y., Macmillan 80 c.
A biography of the English chemist.

Paget, Henry Luke, D.D., bp. of Chester
Peace and happiness; with an introd. by the Bishop of London. 128 p. D '22 N. Y., Longmans, Green $1.25
Partial contents: Truth and justice; Religion and piety; The manifestation of the sons of God.

Panaretoff, Stephen
Near Eastern affairs and conditions. 216 p. D (The Institute of politics publications, Williams College, Williamstown) c. N. Y., Macmillan $2.25
A résumé of the Balkan situation, by The Bulgarian Minister to the United States.

Parr, Olive Katherine [Beatrice Chase, pseud.]
Lady Agatha; [a romance of Tintagel.] 11+243 p. D '22 N. Y., Longmans, Green $2

Parrish, Randall
The case and the girl. 343 p. D c. N. Y., Knopf $2
A story of adventure and mystery in which there are gun-fights, hand-to-hand battles and a plot in which the under-world invades Society.

Pasvolsky, Leo
Russia in the Far East. 9+181 p. D c. N. Y., Macmillan $1.75
Partial contents: Russia and the Washington Conference; Russian expansion in Asia; Treaty arrangements in the Far East; The Bolsheviki and the Japanese in Siberia; The Third International in Asia; The Soviet Far Eastern conference; Russia's rôle in a world balance of powers; Russia and China.

Perkins, Lucy Fitch [Mrs. Dwight Heald Perkins]
The Puritan twins; il. by the author. 182 p. (2½ p. bibl.) front. (map), il. D (School ed.) [c. '21] Bost., Houghton Mifflin 88 c.

Pettigrew, Richard Franklin
Triumphant plutocracy; a story of American public life from 1870 to 1920. 445 p. D [c. '21] N. Y., The Academy Press, 112 4th Ave. pap. 50 c.; $1
Partial contents: The economic power at home; The machinery of government; Imperialism; The world war; Our civilization. The author was formerly U. S. Senator from South Dakota.

Polti, Georges
The thirty-six dramatic situations; tr. by Lucille Ray; with a foreword by William R. Kane; [with an alphabetical index of the plays, novels, etc., classified in the situations of this work.] 200 p. O '21 c. '16-'21 Franklin, O., James Knapp Reeve $1.50
First published in 1916 by the Editor Company.

Monroe, Walter Scott
Types of learning required of pupils in the seventh and eighth grades and in the high school. 16 p. tabs. O (Bull. v. 19, no. 15; Dec. 12, 1921) Urbana, Ill., University of Illinois pap. 15 c.

Nordenskiöld, Erland, baron
The copper and bronze ages in South America; with two appendixes by Axel Hultgren, 1921; with 66 illustrtions and a map. 8+196 p. O (Comparative Ethnographical studies IV) '22 N. Y., Oxford University Press $8.35

Norman, Carl A.
The economic utilization of liquid fuel. 5+206 p. charts (part fold.) diagrs. tabs. O (Bull. no. 19) ['21] Columbus, O., The Engineering Experiment Station; Ohio State University pap.

Oregon. Department of Education
Course of study in fire prevention for Oregon schools. 30 p. front. O '21 Salem, Ore., Superintendent of Public Instruction pap.

Oxford University
Oxford university calendar for the year 1922. 24+754 p. O '22 N. Y., Oxford University Press $6.75

Pierson, William Whatley
Hispanic-American history, 1826-1920. 36 p. (1 p. bibl.) O (International relations clubs, syllabus no. 7; Second ser., bull. no. 6) '21 N. Y., The Institute of International Education pap 25 c

Plummer, Frederick B., and Moore, Raymond Cecil
Stratigraphy of the Pennsylvania formations of north-central Texas. 237 p. pls. maps (part fold. and part in pocket) charts diagrs. plans (part in pocket) tabs. O (Bull. no. 2132; Bu. of economic geology and technology; Division of economic geology) '21 Austin, Tex., University of Texas pap. apply

Porte, John F.
Sir Charles V. Stanford; with a por. and musical il. in the text. 154 p. front. (por.), music O '21 N. Y., Dutton $3
A biography of the English composer, together with a study of his works.

Procter, Arthur W.
Principles of public personnel administration; [preface by W. F. Willoughby; pub. for the Institute for government research.] 243 p. (5¼ p. bibl.) tabs. O c. '21 N. Y., Appleton $3
Partial contents: The history of public employment; The Civil Service commission; Standardization of public employment; Recruiting and selection; Rating and control of individual efficiency; Advancement and promotion; Employees' representation.

Pusey, William Allen
The wilderness road to Kentucky; its location and features; with 56 il. [and] 9 maps. 13+131 p. (¼ p. bibl.) front. fold. maps pls. Q [c. '21] N. Y., Doran $3.50
A record of the old road over which the pioneers traveled from the Block House in Virginia to the point where the road enters Laurel County, Kentucky.

Pym, Rev. Thomas Wentworth
Psychology and the Christian life. 12+175 p. (½ p. bibl.) D [c. '22] N. Y., Doran $1.50
Partial contents: Psychology and common sense; Faith and suggestion; The psychology of sin; Christianity and psycho-analysis; The psychology of Jesus: His teaching and His practice.

Rasmussen, Knud
Greenland along the Polar Sea. 319 p. il., pls., maps Q '22 N. Y., Stokes $12

Repington, Charles à Court
After the war; London - Paris - Rome-Athens -Prague-Vienna - Budapest-Bucharest-Berlin-Sofia-Coblenz-New York-Washington; a diary. 15+477 p. O c. Bost., Houghton Mifflin $5 n.
Studies of politics and men of affairs in Europe and America, with chapters on the author's impression of the Washington Conference and of America's public men.

Rice, Anna Lucy
Oral exercises in number; for use in grades four to eight, inclusive. 10+135 p. D [c. '21] N. Y., Gregg Pub. Co. 76 c.

Richmond, Mary Ellen
What is social case work?; An introductory description. 268 p. S (Social work ser) c. N. Y., Russell Sage Foundation, 130 East 22nd St. $1
Partial contents: Social case work defined; Individual differences; School—workshop—hospital—court; The forms of social work and their interrelations; Case work and democracy.

Roads to peace; a handbook to the Washington conference; [containing The meaning of the conference by Herbert Croly; Public opinion in Japan by John Dewey; The British view by George Glasgow; What France wants by Sisley Huddleston; A Japanese rebuttal by Bruce Bliven; Private enterprise and public war by M. O. Hudson; A Baedeker to the conference by Frank T. Taylor; Sea power in the Pacific by Stark Young.] 64 p. O (New Republic pamphlet no. 2) c. '21 N. Y., Republic Pub. Co. pap. 25 c.

Roche, Mazo de la
Explorers of the dawn; with a foreword by Christopher Morley. 292 p. D c. N. Y., Knopf $2.50
The story of an oddly assorted family.

Sadler, William Samuel
Race decadence; an examination of the causes of racial degeneracy in the United States. 10+421 p. pls., il., tabs., diagrs. D c. Chic., McClurg $2.50
Partial contents: Physical decadence, or, The increase of certain bodily diseases; Is insanity increasing?; Feeble-mindedness; The moron problem; Feeble-mindedness in relation to crime; Diet lists.

Schoeler, William
To the throne from the sheepcotes. 264 p. D [c. '21] Bost., Roxburgh Pub. Co. $1.75
A Biblical novel.

Sellars, Roy Wood
Evolutionary naturalism. 13+200 p. O c. Chic., Open Court Pub Co., 122 S. Michigan Ave. $2.50
The author is associate professor of philosophy University of Michigan.

Sherrill, Charles Hitchcock
Prime ministers and presidents. 25+314 p. front. (por.), pors. O [c. '22] N. Y., Doran $2.50
Partial contents: The post-war British empire; Present day official France; The low countries and their colonies; The house divided—Hungary and Austria; Venizelos, the waning Turk and the changed Mediterranean; Far-Eastern postscript.

Shively, W. B.
Realtor's legal handbook. 16+341 p. front. (por.) O c. '22 Portland, Ore., Dudley F. Westler, Artisans Bldg. buck. $5
Oregon decisions in real estate law. Among the sections are "The statute of frauds," "Adverse possession," "Brokers," "Fire insurance," "Fraud and deceit," "Husband and wife," "Landlord and tenant," "Wills and descent of property."

Sinners, The, pseud.
Blue law ballads; a purge for Puritans. [verse.] 87 p. O c. Cin., The Sinners Club, 914 Union Central Bldg. $1.50

Pope, Sir Joseph, ed.
Selections from the correspondence of the Right Hon. Sir John Alexander Macdonald, First prime minister of the Dominion of Canada, made by his literary executor; with four illustrations. 26+502 p. O '22 N. Y., Oxford University Press $9.45

Raleigh, Sir Thomas
Annals of the Church of Scotland; together with his own autobiographical notes and some reminiscences by Sir Harry R. Reichel. 51+344 p. O '22 N. Y., Oxford University Press $9.45

Robson, James T. and Withrow, James R.
The flash and burning points of kerosene-gasoline mixtures. various paging (1 p. bibl.) charts O (Bull. no. 18) '21 Columbus, O., The Engineering Experiment Station Ohio State University pap.

Smith, Alpheus W.
Thermal, electrical and magnetic properties of alloys. 85 p. charts O (Bull. no. 20) '21 Columbus, O., Engineering Experiment Station; Ohio State University pap.

Smithsonian Institution
Thirty-sixth annual report of the Bureau of American ethnology to the Secretary of the Smithsonian institution, 1914-1915; containing The Osage tribe: rite of the chiefs; Sayings of the ancient men, by Francis La Flesche. 604 p. pls. (part col.) pors. music O (Pub. no. 2667) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. $1.50

Sonneteering of Petrarchino; [printed by John Henry Nash.] 20 p. O '21 Chic., Walter M. Hill, 22 E. Washington St. bds. $7.50

Squire, John Collings [Solomon Eagle, pseud.]
Books in general; third series. 244 p. D [n. d.] N. Y., Doran $2
Weekly articles which appeared in The New Statesman [London].
Collected parodies. 238 p. D [n. d.] N. Y., Doran $2
Satires on modern literary manners, written in the style of Maeterlinck, Gilbert Murray, Chesterton, H. G. Wells and others.

Stanton, A. Ellen
My life in Paris fifty years ago from the journal of [the author], Paris, 1868-1869. 432 p. front. (por.), pls., pors. D c. Bost., The Stratford Co. $4
A picture of daily life in Paris in the middle of the 19th century.

Stobart, John Clarke
The glory that was Greece; a survey of Hellenic culture and civilisation; [2nd ed.] 24+291 p. (4 p. bibl.) front., pls. (part col.) O ['11-'21] Phil., Lippincott $7.50
Partial contents: Aegean civilization; The Heroic age; The grand century; The Macedonian world. Glossary and index.

Stout, John Elbert
Organization and administration of religious education. 287 p. (4 p. bibl.) D (The Abingdon religious education texts; community training school series) [c. '22] N. Y. & Cin., The Abingdon Press $1.50
Partial contents: The Church as an instrument of social service; The aims of religious education; The Church school; Selection and supervision of teachers; Religious education in higher institutions.

Tavenner, James W.
Fernwood community center; il. with 12 full-page drawings. 223 p. diagrs. (part fold.) D [c. '21] Bost., Roxburgh Pub. Co., 61 Court St. $2.50
A study of social service work.

Tihoti. *See* **Calderon, George**

Tremaine, Herbert
The tribal god. 10+292 p. D '22 Garden City, N. Y., Doubleday, Page $1.75
A story of family life in England, which has for its theme "Is family coherence based on a love of money?"

Underwood, Edna Worthley [Mrs. Earl Underwood], tr.
Famous stories from foreign countries. 150 p. D c. '21 Bost., Four Seas $2
Translations of some Bohemian, Armenian, Hungarian, Dutch, Austrian, Norwegian and Finnish tales.

Weishaar, Johann Adam
The tabernacle on the Wissahickon; a tale of the early days of Pennsylvania. 288 p. front. D c. '21 St. Louis, Mo., Eden Pub. House, 1716 Chouteau Ave. $1
The story of the settling of Germantown, Pennsylvania, about 1693, by Protestants who left Germany in search of religious liberty.

West, Willis Mason
A short history of early peoples to 1500 A. D.; from cave-man to Columbus. 14+327 p. col. front., il. pls. (col. pls.), col. maps O (Allyn and Bacon's ser. of school histories) [c. '22] Bost., Allyn and Bacon $1.60

Wettendorf, Igie Pulliam
Four doses. 50 p. S c. Bost., The Stratford Co. bds. $1.25
Inspirational essays.

Wheeler-Nicholson, Malcolm
Modern cavalry; studies on its rôle in the warfare of today; with notes on training for war service. 12+213 p. T c. N. Y., Macmillan $2

Whitley, Mary Theodora
A study of the little child; for teachers of beginners; a textbook in the Standard course in teacher training, outlined and approved by the Sunday school council of Evangelical denominations. 106 p. S (Third year specialization ser.) [c. '21] Phil., The Westminster Press 60 c.

Who's who in the nation's capital; 1921-1922, first edition. 617 p. O [c. '21] Wash., D. C., The Consolidated Pub. Co. $5.25
Beside the biographical sketches this volume also contains Who's who in the Capital's commerce; Bank presidents of the Nation's capital; Members of the Washington Stock Exchange; Members of the Washington Real Estate Board; Newspapermen of the Nation's capital; Members of the Diplomatic Corps; Official of the District Government; Officers and members of the Washington Board of Trade.

Wier, Albert E., ed.
Light violin pieces the whole world plays; containing fifty-two melodious and pleasing pieces, carefully phrased and fingered for violin with piano accompaniment, by famous composers. 192 p. music Q (No. 20, Whole world ser.) c. '22 N. Y., Appleton pap. $2

[Williams, William Carlos]
Sour grapes; a book of poems. 77 p. D c. '21 Bost., Four Seas bds. $2
Some of these poems appeared in *Poetry, a Magazine of Verse, The Little Review, The Dial, Others* and other magazines.

Willis, Frederick Milton
The spiritual life; how to attain it and prepare children for it. 11+97 p. D (Sacred occultism series) [c. '22] N. Y., Dutton $1.50
This book is based upon twenty-five aphorisms on the Spiritual Life, for which the author was awarded the prize in a contest offered by *The Herald of the Star* of London.

Willis, Henry Parker, and Edwards, George W.
Banking and business. 10+573 p. (2¼ p. bibl.) O c. N. Y., Harper $3.50
For the student or business man. The authors are professors of banking Columbia university.

Woman of No Importance. *See* **Menzies, Amy**

Stein, Sir Aurel
Serindia; detailed report of explorations in central Asia and westernmost China; carried out and described under the orders of H. M. Indian government; 5 v. with descriptive lists of antiques by F. H. Andrews [and others]; and appendices by J. Allan [and others.] various paging il. pls. (part col.) plans maps Q '22 N. Y., Oxford University Press $90

Rare Books, Autographs and Prints

A REPRESENTATIVE collection of the works of Whistler in etching, lithography and engraving will be shown at the exhibition of the American Academy of Arts and Letters, March 16 to April 16.

In the exhibition of American etchings at the Brown-Robertson Gallery there are 121 specimens and sixty-three contributors, among them George Elmer Brown, Ernest Haskell, Childe Hassam, F. Louis Mora and Joseph Pennell.

The library of the late Baroness Burdett-Coutts, famous for its Daniel copy of the First Folio of Shakespeare and its rare books and manuscripts of the Victorian period, will probably be sold in London early next summer.

James F. Drake, 4 West 40th Street, has just issued a catalog of "First Editions of Modern Authors" containing 1,501 items, characterized by a fine restraint as to prices. While many booksellers are unmercifully boosting the prices of modern first editions Mr. Drake follows a policy of his own and seems quite content to take a moderate profit.

"Art Prices Current," edited by G. Ingram Smith, after having been held up during the war and by post war conditions, has again appeared. The current volume, the ninth in the series, records the sales of drawings, pictures and engravings during the season of 1915-16. Mr. Smith promises to issue the succeeding volumes at short intervals until the arrears have been overtaken.

At the print department of the New York Public Libary there is a memorial exhibition of Axel Haig who died last year. In its series of American prints the department is showing a selection of portraits. Old city views will be put on the walls in March, to be followed in April by modern etchings of similar subjects. American scenery will be illustrated in May.

Books of reference for the connoisseur, illustrated art and colored plate books, French and English literature and many illustrated catalogs of famous art collections dispersed in Paris, London and New York from the libraries of the late Cyrus Hitchcock of East Orange, N. J., the late Professor Kirby F. Smith of Baltimore and the late Charles H. Russell and Edward Brandus of this city, will be sold by the American Art Association March 1 and 2.

Thirty-one etchings by Whistler, including rare items in his Venice, Thames and French sets, are to be offered for sale at Sotheby's at the end of this month when the collection of A. L. Richman is put up. Two of the choicest items in the Whistler lots are unrecorded proofs of the Venice set. One, "The Traghetto," which is between the second and third states and before some of the figures in the final work were introduced, is signed with a butterfly and is considered to be unique.

The Dickens collection of the late William Glyde Wilkins of Pittsburgh consisting of first editions, autograph letters, play bills, prints and miscellaneous Dickensiana, sold at the Anderson Galleries February 13 and 14, brought good prices, the 575 lots realizing $9,667. The star lot proved to be Quarles Quickens's "English Notes," 1842, a satire on Dickens's "American Notes" attributed to Edgar Allan Poe, which brought $800. The copy of "Pickwick Papers," London, 1887, with nearly 1,000 extra-illustrations, said to contain the most complete collection of Pickwick illustrations ever bound up with a copy of the work, brought $500.

A. C. Webb, a young American etcher, whose picture "Saint Chapelle" was bought by the French Government a few days ago at the opening of the black and white exposition in Paris, is highly praised in the French press. Webb came from Nashville, Tenn., and was a lieutenant in the American Expeditionary Force. After the armistice he attended the art school opened for American soldiers at Bellevue. He had never done any sort of art work before and in a couple of years has become one of the best known etchers in France, his work frequently appearing in the great French weekly *L'Illustration*. French critics generally predict Webb will win this year's prize at the black and white exhibition.

Apparently the movement started a year ago to make a state park of a tract including Walden Pond as a memorial to Thoreau still hangs fire, admirers of the poet naturalist still working for the plan. The New York *Evening Post* editorially endorses the movement. It says: "Walden, except for the mysterious ebbs and flowings which Thoreau described seventy-five years ago, is little changed.

since he built his hut on the spot now marked by a growing cairn of stones. The same woods stand about it, the same single railway periodically disturbs the stillness, and the straight lines of the 'orchard' which he planted with pine cones can still be distinguished. . . . Walden appeals not only to the literary-minded but to the lovers of outdoor life, whose ranks owe more to Thoreau than to any other writer. Only one other spot, Selborne, is world-famous in quite the same way. Our numerous outdoor organizations should support this movement for a memorial."

Sir Israel Gollancz, the well-known Shakespearean scholar, reports a discovery to the London *Times*, involving the names of Henry Condell and John Hemmings, which, it appears, were the preservers in folio of the plays of Shakespeare. The discovery is the more interesting because it illustrates possibilities of Shakespearean "finds" in old English country houses. At a sale at Southby's about a year ago there was offered a manuscript volume belonging to the early seventeenth century. It was a sort of commonplace book or "poetical album" of 170 pages, and its main association and contents were concerned with Sir Thomas Salisbury, himself a poet, and the author of a poetical "History of Joseph" published in 1636. The volume is now in the National Library of Wales. In it Mr. Gollancz was shown by the librarian a tribute to Hemmings and Condell never published until now. The author is unknown to him, but he hints that he may have been Sir John Salisbury's eldest son, Sir Henry Salisbury. The lines modernized read:

To My Good Friends, Mr. John Hemmings and Henry Condell.

You that jointly with undaunted pains
Vouchsafed to chaunt to us these noble strains,
How much you merit by it is not said,
But you have pleased the living, loved the dead,
Raised from the womb of earth a richer mine
Than Cortez could with all his Castelyne—
Associates, they but dig for gold,

But you for treasures much more manifold. Sir Israel Gollancz remarks that, altho these lines are not of high poetic merit, they "attest against certain modern fantastic heresies that it was 'love' of Shakespeare that prompted the editors to get together his writings, 'with undaunted pains'; that their devotion to Shakespeare was well-known; that the treasure collected by them was recognized as more glorious than gold from the richest mines of Mexico."

F. M. H.

Auction Calendar

Monday afternoon and evening, at 3:00 and 8:15 o'clock, February 27th. Acts and laws of the thirteen original colonies and states constituting the extraordinary collection of Hon. Russell Benedict, Justice of the Supreme Court of New York. (Items 479.) The American Art Association, Madison Square South, New York City.

Wednesday afternoon and evening and Thursday afternoon at 2:30 and 8:15 o'clock, March 1st and 2nd. Illustrated art publications, books of reference for the connoisseur, French and English literature from the libraries of the late Mr. Cyrus Hitchcock of East Orange, N. J., the late Prof. Kirby F. Smith of Baltimore, Md., etc. (Items 824.) The American Art Association, Madison Square South, New York City.

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a quarantee of credit. *While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

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Bagster's Saint Rest.

Wm. H. Allen, 3417 Walnut St., Philadelphia, Pa.
Army Ordinances, any numbers.
Appleton's Annual Cyclopedia, 1871-75.
Coulton, Mediaeval Garner.
Cults, Middle Ages.

Allen Book and Prtg. Co., 454 Fulton St., Troy, N.Y.
Andrew A. Gardinier Successful Stockman.
Andrew A. Gardinier Successful Stockman.
Chauvenet's Manual of Spherical and Practical Astronomy, 2 vols.
Newcomb, Compendium of Spherical Astronomy.
Rankine's Applied Mechanics.

American Library Service, 500 Fifth Ave., New York, N. Y.
National Geographic, 1888 to 1907, complete set or odd volumes, also odd numbers for those years.
Byerly, Integral Calculus, 10 copies.
Saintsbury, History of Eng. Criticism, 12 copies.
Architectural Record, April, May, July, 1921
A. B. C. of North America, (Travel Guide).
Frieze, Virgil's Ecologues, 7 copies.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Tolstoi, Book of Knowledge, Boswell Johnson.
Trollope.
Fifteen volume Dickens.

D. Appleton & Co., 29 West 32nd St., New York, N. Y.
C. E. D. Phelps & Leigh North, The Bailiff of Tewksbury.

Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.
Midsummer Nights Dream, ill. Heath Robinson.
Mencken, Pistols for Two.
Mencken. Damn.
Bulwer, Lytton, Zanoni.
Rhead, Natural Food for American Game Fishes.
Post, Strange Schemes Randolph Mason.
Post, Man of Last Resort.
Barker, Graphical Calculus.
Abrahams, New Concepts in Diagnosis and Treatment.

Associated Students' Store, Berkeley, Calif.
Hatch & Rastall, Petrology of the Sedimentary Rocks, pub. by Geo. Allen & Co., Ltd.

Wm. M. Bains, 1213 Market St., Philadelphia, Pa.
Yonges, Dictionary of Christian Names.

G. A. Baker & Co., Inc., 144 E. 59th St., New York, N. Y.
Nature's Portraits, folio, Doubleday, 1902.
Willson, The Hudson's Bay Co., 2 vols.
Field, Love Songs of Childhood, 1895.
Johnston, The Negro in the New World.
Cradle of Liberty a Study of the Negro in Boston.
Emancipation of South America, London, 1893.
Chandler, Through Jungle and Desert, Macmillan.
Huneker, Mezzotints in Modern Music, 1899.
Huneker, Chopin 1900.
Huneker, Melomaniacs, 1902.
Huneker, Overtones, 1904.
Huneker, Visionaries, 1905.
Huneker, Egoists, 1909.
Huneker, Pathos of Distance, 1913.
Huneker, Ivory Apes, 1915.
Huneker, Mary Garden, 1920.

Wm Ballantyne & Sons, 1409 F. St, Washington, D. C.
Fleming, The Pinchbeck Goddess.

Baptist Standard Pub. Co., 1015 Main St., Dallas, Tex.
Urguhart's Biblical Guide.

H. C. Barnhart, 35 West Market St., York, Pa. [Cash]
History of the Civil War in America, Count de Paris.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Biographia Literaria, Coleridge.
Mysteries of Mithra, Cumont.
Medical Biography, Tacher.

Behymer's Book Shop, 1204 Olive St., St. Louis, Mo.
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C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York
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Day in Capernium.
Hoard's Dairyman, 1921, vol. 61, nos. 1-11.

Blue Lantern Book Shop, 1705 West Susquehanna Ave., Philadelphia, Pa.

Dr. Young's Bible Translation.
Temple Service in the Days of Jesus, Edersteim.
The Holy Bible arranged in Historical and Chronological order by Geo. Townsend, London, 1834.
Round the World in the Sloop Spray.
Darwin's Expressions and Emotions of Men and Animals.
McDougal's Social Psychology.
Weber's History of Philosophy.
Social Progress, Chas. Cooley.
Taussig's Principals of Economics.
Woodworth's Psychology.
Watson's Behavior.
Parker's Zoology.
Whyle's History of the Human Body.
Satan Sanderson.
Disenchanted.
Colonel Endbey's Wife, Benson.
David Blaise, Benson.
Speaking of Operations, Cobb.
Books on Crime, Criminal Psychology, Accounts of Criminal Trials.
Books on Trades, Furniture, etc.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

Cosmic Consciousness, by Morris Buck.
Samuel Pepy's Diary, Wheatley edition, 2 sets.
The American Dictionary, Walt Whitman.
Luchaire, Achille, Social France at Time of Philip Augustus, translated from French.
Set Shakespeare Works. Variorum, H. H. Furness.

Book Shop of the Glass Block Store, Duluth, Minn.

The Genius, Drieser, will pay $5.00.
Jurgen Cabell, will pay $10.00.

Bosler Library, Carlisle, Pa.

Debate manuals and briefs, any.
Smiles, Character.
Ninon de l'Enclos, Lion Pub. Co.
A. L. A. Index to General Literature, late.

Charles L. Bowman Co., 118 E. 25th St., New York, N. Y.

The Pagan Tribes of Borneo, Dr. William McDougal.

Brandt & Kirkpatrick, 101 Park Ave., New York City

Armando Palacio Valdés, Aguas Fuertes, English translation.
Armando Palacio Valdés, La Hermana, English translation.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

History of the Tucker Family Ephraim Tucker.
True Stories of New England Captives, C. Alice Baker.
Life and Letters of F. W. Robertson, Stofford Brooke.
Manchester Sermons by Alexander MacLaren.

The Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

Amer. Inst. of Arch., Journal, Nov. and Dec., 1918, 1920, entire vol.
Art and Progress, vol. 7, no. 2.

John H. Bruder, 521½ Pine St., St. Louis, Mo.

Representative Men and Old Families of Rhode Island, vol. 2, pub. by J. H. Beers & Co., Chicago, Ill., 1908.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.

Life and Adventure of Grouard, Chief of Scouts.
Forty Years of Adventure, Buffalo Jones.
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Memoir of Rupert Brooks, Marsh.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

Donnelly, Shakespeare's Cipher.
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George M. Chandler, 75 East Van Buren St., Chicago, Ill.

Brooke, Ten More Plays of Shakespeare.
Cory, Cartoonists' Art.
Earle, Two Centuries of Costumes.
Jameson, Shakespeare's Heroines.
Thomas, Roman Life under Caesars.
Tillinghast, Picure Studies, 2 vols.
Winter, Shakespeare's England, Moffat Yard.
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Comstock, The Pet Book.
Hasbrouck, Chokecherry Island.
Hiawatha, illus., by Wyeth & Remington.
Martineau, Feats on the Fiord.
Rhodes, U. S. History, brown clo., Harper, vol. 5.
Bret-Harte, Luck of Roaring Camp, 1st ed., 1870.
Hutton, Literary Landmarks of London.
Huneker, The Old Fogey.
Hooker, Enoch the Phillistine.
Edgecumbe, Byron the Last Phase.
Lollee, Women of the Second Empire.
Loti, Iceland Fisherman.
Grubb & Guilford, The Potato, 2 copies.

William Gerard Chapman, 118 North La Salle St., Chicago, Ill.

Egbert, Jacqueline of Golden River, Doubleday.

Chicago Medical Book Co., Congress & Honore Sts., Chicago, Ill.

McClendon, Physical Chemistry of Vital Phenomena.

City Book Co., 6 East Pleasant St., Baltimore, Md. (Cash)

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Scharf's History of Maryland, good condition.
Maryland County Histories.

The Arthur H. Clark Company, 4027-4037 Prospect Ave., Cleveland, O.

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Spofford, Book for all Readers.
Shaylor, Fascination of Books.
Putnam, Authors and Their Publishers in Ancient Times.
Marston, Sketches of Booksellers of Other Days.
Derby, Fifty Years Among Authors, Books and Publishers.
Field, Love Affairs of a Bibliomaniac.
Tilden, S. J., Writings and Speeches, ed. Bigelow.
World's Columbian Exposition, Chicago, 1893, History of, 4 vols.
Lederer, Disc. in 3 Marches from Va. to West Carolina, 1902.
Winsor's Mississippi Basin.
Chatterton, Steamboats and Their Story.
System of Useful Formulae for Locating and Constructing Railroads.
New York and Straight Air Brake Practice.
Sabin's Dict. Parts 95-100.
Gist, Journals, ed. Darlington.
Westermarck, Hist. of Human Marriage.
Dempsey, Railways; Papers on Mechanical and Engineering Operations, etc.
Micking, Recollections of Manila and Philippines.
Poor's Manual of Railroads of U. S. fr. beg. to 1880.
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Allen, Science of Mechanics.
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Barry, Christians' Day, 2 copies.
Leigh, Ten Years on Ga. Plantations Since the War.
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Becker, Kleist and Hebbel, A Comparative Study.
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Florer, German Liberty Authors.
Griffin, Writings in American History for 1909 to 1911.
Illinois Historical Collections, vols. 2, 3, 6, 8, 9.
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Snyder, The World Machine, Longmans.

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Seiss, On the Gospels and Epistles.
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Pulpit Commentaries, pub. by Funk & Wagnalls.
Kurtz's Church History, 3 vols.
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Luther's Commentary on Galations.

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Lane's Arabian Nights, edition containing wood cuts of Genii, etc.
Other strong picture material, genii, demons, etc.

Columbia University Library, New York

Adams, Science of Finance, Holt, 1912.
Calvert, George H., The Maid of Orleans, an Historical Tragedy, 1874.
Mille, Under the Tricolor, Lane.
Horack, Organization and Control of Industrial Corporations, 1903.
Shakespeare, Macbeth, Romeo and Juliet, ed. by H. Furness, New Variorum, Lippincott.
Marsh, B. C., Taxation of Land Value in American Cities.
Jose, Arthur, The Growth of the Empire, new ed., Scribner.

Columbia University Press Bookstore, 2960 Broadway, New York

Rabelais' Works, 5 vols.
Mumby, Dorothy.

Congregational Publishing Society, 14 Beacon St., Boston 9, Mass.

Hacker, J. T., Luther's Protestation Versus the Church and Diet of Worms.
Stork, Luther and the Bible.

Cooperative Press, Charlotte, N. C.

Student's Reference Library, 8 vols.
Johnston's Dictionary.
Collins, History of Ky.
Gould, Crystal Road.
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Book of Knowledge, 20 vol. set.
Mark Twain's Work, cheap set.
Finley, Wanted a Pedigree.

Cornell Co-operative Society, Ithaca, N. Y.

Underhill, Spanish Literature in the England of the Tudors, publ. by Columbia University Press.

T. O. Cramer's Book Store, 1321 Grand Ave., Kansas City, Mo.

Firdausi, Shah Nahmuh.

Davis' Bookstore, 49 Vesey St., New York

Lecky, History of England in the 18th Cent., 8 vols.

Davis' Bookstore—Continued

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Stowell, Diplomacy of the War, 1914.
Wilson, Woodrow, History of the American People, 5 vols.
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Dorsey, Geo. A., Indians of the South West.
Eddy, Science and Health, vol. 1 only, 9th ed., orig., black cloth, 1884.
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Eddy, Science and Health, vol. 2 only, 14h ed., 1885, orig. black cloth.
Eddy, Science and Health, 50th ed.
Hartmann, Franz, Secret Symbols of Rosicrucians, orig. ed.
Winter, John Strange, The Colonel's Daughter.
Young, Untrodden Path of Anthropology.

Dayton Public Library, cor. 3rd & St. Clair Sts., Dayton, O.

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Dennen's Book Shop, 37 East Grand River Ave., Detroit, Mich.

Nolte, Fifty Years in Two Hemispheres.
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Story of Bethlehem Steel.

DeWolfe & Fiske Co., 20 Franklin St., Boston, Mass.

MacCaffrey, Rev. James, History of the Catholic Church.
Jebb's Modern Greece.

The Dulany-Vernay Company, 339-341 North Charles St., Baltimore, Md.

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Gould & Pyle, Anomalies and Curiosities in Medicine, 1897.
Douglas (?), Biography of Anthony Comstock.

E. P. Dutton & Company, 681 Fifth Ave., New York

Ashmodeus, The Devil on Two Sticks, cheap edition.
Blairs, Rhetoric.
Cox, Ross, Adventures on Columbia River.
Corelli, Martin Christian.
Catalogue of the Exhibit of Church Silver at the Boston Art Museum.
Conrad, Joseph, Children of the Sea, N. Y., 1897 Typhoon, N. Y., 1902, Victory, N. Y., 1915.
Cather, A., Trollgarden, 1st edition.
Coale, G. B., Life and Adventures of Wilbur and Waters Richmond, 1878.
Calvert, Stephen, Memoirs by Brockden Brown.
Clough, Gesta Pilato, The Reports, Letters and Acts of Pontius Pilate, 1887.
Chimney Tops of Old Haddam.
Crocket, David, Autobiography.
De Mille, Helena's Household, Martyr of the Catacombs, Andy O'Hara, John Wheeler's Two Uncles, Soldier and the Spy, Arkansas, Ranger, The Seven Hills, Boston, 1873.
Dunham and Herford, Two in a Zoo, Bobbs, 1904.
Davis, W. S., Influenceof Wealth in Imperial Rome.
Dickens, Chas., Works, Riverside edition, 1870, ½ leather.
Dickens, Pickwick Papers, Gads-Hill edition, pub. by Scribner.
Dunlop, W., Life of William Guthrie, 1796, The Virgin of the Sun, N. Y., 1800.
Declaration of London, 1901.
Florence in Poetry of the Brownings.
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Nat. Mus., 107, 113; 1919, 1921.
Taylor, J. H., Beavers and Their Ways, Washburn, 1904.
Audubon's Birds, 8vo ed., odd volumes.

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Oppenheim, Lost Ambassador.
Patterson, M., Rhythm in Prose.
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Printing, anything on.
Purdon, Folk of Furry Farm.
Ships and Shipping, anything on.
Stevenson, R. L., Thistle ed., 27 v. (not reprint) and vol. 17.
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Verneda, R. E. Flight of Favrel, 1912.
Worcester, Sarah Sargent, Lights and Shadows of Domestic Life, Boston, 1850.
Genealogies—
  Browning, Americans Royal Descent, 3rd ed.; '94.
  Cole, Descend. of James, 1908.
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Perrot's Memoirs (Rev. J. Tailhan, 1864).
Henry, Alex., Travels in Canada, 1809.
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Thomson, David, New Light on Early History of Northwest, Cones, 1891.
Lewis, Illustrate Mississippi That. (Dusseldorf, Ariz & Co., 1850).
Farrar, Five ears of Minnesota, (London, Sampson, & Sons Co., 1880).
Le Seur, Historical Journal of, in French, edited or pub. by Bernard de la Harpe, 1831.

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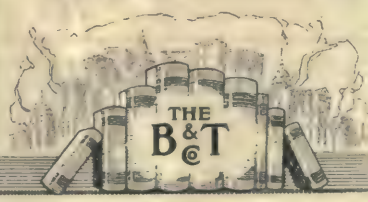

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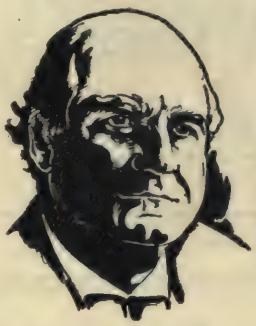

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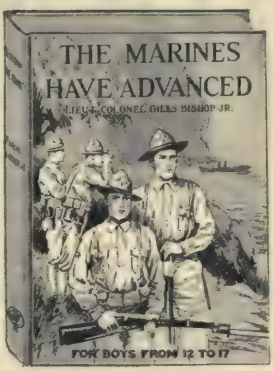

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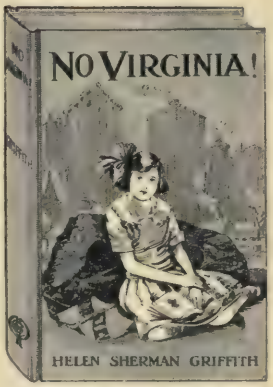

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

March 4, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Tariff Situation

VERY carefully drawn schedules which would correct the evils that are embodied in the present Fordney Tariff, have been filed with the Senate Finance Committee at its request by John Macrae, representing the National Association of Book Publishers and the American Booksellers' Association. Senator Smoot has acknowledged the receipt of these and expects that these schedules will come up within the next two or three weeks. In the meantime, it is to be hoped that the book-trade realizes how serious the situation is and is doing everything in its power to make Congress realize that the book schedules are of vital importance to the country, even if only represented by a small industry. Libraries and educational institutions, under the leadership of Dr. M. L. Raney, have also kept Washington well informed of the need of these revisions.

The latest reports from those close to the Congressional Committees indicate that they are now at rather a standstill as to the method of establishing the tariff rate. The Senate has come out in favor of levying duties on the English cost and is reported to have begun to revise the schedules to fit that method. Chairman Fordney of the House, however, appeared next day in the paper with the statement that such a plan could never be made acceptable to the Ways and Means Committee of the House. Following this impasse comes a statement from Senator Smoot that the compromise might be on the basis of the American wholesale price instead of on the American valuation. As far as the book situation goes, one would be as unfortunate as the other and would mean a doubling of the present tariff. If there is anyone who believes that the tariff schedules on books need to be doubled to protect American industry, he has yet to be heard from. Publishers and booksellers are contending for not more than twenty per cent duty and that to be levied on the cost in the country of exportation. Any increase on this is a futile curtailing of international trading and a serious menace to book use.

Bookstore Wages for Women

A FIRST step in what ought to lead to a further detailed study of the financial returns of bookselling as a profession for women is given in a report printed in this week's issue on "Salaries of Women Book Salesmen in New York." This study has been made for the Women's National Book Association by Rubie Ley, recently connected with the Liberty Tower Bookshop. From this study, it appears that salaries range from $15 to $35 per week, and that the different types of stores pay very closely comparable rates. The average seems to be about $100 a month or $1200 a year. This amount should prove to have some fairly definite relation to the total amount of books sold. The fact that several of the houses have introduced or are beginning to introduce the commission system to supplement salaries shows that there is increasing recognition of the relation between wages and sales.

Retail business is not like a public office, and the salaries must have a sound relation to the business done or the job is headed for extinction. Some investigators have said that eight per cent on the sales was the maximum of sales salary that can be carried along with the other selling expense. This would mean that the salesman who should receive $100 a month should be selling in the neighborhood of $15,000 a year.

This percentage must of necessity vary with different types of stores. The large store with heavy advertising brings more people to the salesman's side for attention than the small shop relying more on the salesman's own personality to bring the people to the store. This would mean that in the department store the percentage of sales salary per $1 of sales might be less, but that the total salary might be about the same. The figures do not have to do with small bookshop owners, there having been no effort made to gather figures as to the final profits of bookselling which has seemed to be working out well lately for owners.

A further study of salary figures would be of help to the bookstore owner and to anyone in the business or expecting to enter it,

and if the Women's Book Association can get further statistics, figures made from a wide range of stores, they would be of real importance.

Newspaper Pressmen Walk Out

AT midnight on Tuesday, February 28th, the pressmen on the New York daily newspapers ceased work by Union decision, and the papers of that morning were published in 8-page form. At 2:30 the Union voted to return to work and appoint a committee of twelve to confer with the newspaper publishers, asking for a modification of the arbitrator's decision. The walkout was not authorized by the National Union, and the local Union head, David Simon, urged a rescinding of the Union's action.

The arbitration decision that brought this action about had been passed down by Judge Martin T. Manton, of the United States Court of Appeals on February 21st. The Union claimed that the changes embodied in it were so radical that they must have been prejudiced. The contract between the Union and the publishers had terminated last March. There had been long delays in the progress of the discussion. At first the publishers wanted a court of arbitration and the Union a single arbitrator. Finally the publishers agreed to the single arbitrator plan and each side named a list of arbitrators to select from, which would be satisfactory. The selection was finally delayed until January, when the publishers accepted one on the printers' list, Judge Manton, as mentioned above.

The hearings have taken about a month and were published in full in the New York *Times* of Thursday, February 23rd. There was no lowering of wage scale, which is $7.50 to $8.50 a day for day work and $8.00 to $9.00 for night work. From the point of view of the employer, the shop conditions were greatly improved, and the decisions would have a bearing on other Union practice. The production of a newspaper cannot be carried on as systematically as to hours as other industries, especially in the press room, and the Union had gradually hedged the shops around until it had become impossible to get 8 hours' work for 8 hours' pay. Judge Manton decided that day work could be any 8 consecutive hours between 7 A. M. and 7 P. M., and night work any 8 hours between 7 P. M. and 7 A. M. Night hours formerly were 6, beginning at midnight. Under that old system, if a newspaper called the night men in at 10 o'clock and used them only till 4, there was overtime for 2 hours from 10 to 12 and a full day's pay for the 4 hours from 12 to 4.

Another important change in the hours has to do with lunch hours. Under the old arrangement, all men left the presses at one time, while it would be obvious commonsense to have the hours made staggered, so that the presses could keep running, and this is now approved. Another source of annoyance as to hours came about when the night shift worked a short time after 6 o'clock. If the presses should be kept running, for example, till 6:15, the publisher would pay for a full hour's overtime at time and a half, and also for an extra half hour overtime on the theory that after the 6 hours' work there should have been a half hour lunch hour allowed. This has brought 90 minutes charge at time and a half wages for 15 minutes' work.

Another change has been in the size of the crew. In every city outside of New York, the maximum crew on a quadruple press is 5. In New York, Unions have insisted on 6. On a sextuple press in New York, the crew is 7 and the maximum outside is 6. The publishers are now permitted to use the same size crew as other newspapers. New regulations also permit shifting workmen from one press to another in order to insure efficiency and economy of operation as long as transfer does not reduce the number of men employed on any shift.

A Carbon Paper Fraud

THE trade is warned against a man who has appeared in two or three business offices in New York, representing himself as H. Shields from Batavia, East Indies. This man, representing himself as a nephew of S. Van Kanner, made his last call at Fleming H. Revell Company, stating that he wished to open an account and to purchase a line of books for an East India business. Before he left, he mentioned the fact that he had in his hotel a large supply of carbon paper which he had bought but which was not suitable for East India conditions and which he would like to sell at an extraordinarily low price. The Revell Company was suspicious of the story, and, on investigation, found that other firms had been thus approached, in each case the story being slightly different and the item at the end on which money was to be raised being some other commodity. The Merchants' Association have previous record of this fraud, and the evidence has been filed with the District Attorney.

Report of Salaries Paid Women in Bookselling

THE Woman's National Book Association recently undertook an investigation of the salaries paid to women in bookshops in New York City. Rubie Ley, formerly of the Liberty Tower Bookshop, gathered the facts for the Association. She says:

Fifteen shops have been interviewed. Four of these shops refused to give out any figures, and there was no opportunity to obtain them from the clerks themselves. In the shops from which reports could be obtained the salaries range from $15 to $35 per week. Three of these pay partly on a commission basis, and one will establish that basis. Experience seems to count for about $2 in the initial salary received. The future seems to depend on the salesman's ability to work up to the position of buyer and to put the experience she has gained into establishing her own shop.

These are the detailed statistics, gathered from New York bookshops:

(1) In one large store about half the sales force are women. The firm has never shown any disinclination to hire women. They are often given charge of departments, and are then consulted in regard to all re-ordering. In at least two instances the publisher's salesman does not need to wait for the head buyer's O. K. before forwarding an order. A woman with no bookselling experience is taken on at $18 a week, while one who can show any previous work in either library or bookshop is given $20. The average salary is $25, and several women are earning $35. The firm also pays a commission. In December, the commissions ranged from $10 to $125.

(2) In a second store, it was said there were few women on the sales force in the retail shop. The manager stated that he had taken inexperienced women onto the force at $17 a week. Intellectual background counts more than actual selling. He would give no further information—that each case was considered separately.

(3) The manager of a third store would give no figures. He believed that women were poor salesmen and were excelled by men in every line of business. "Every woman should work in her own home, there she is really valuable."

(4) At a highly specialized store, the investigator was told only women were employed. The stock girls are paid $10. The selling force is usually recruited from these girls who have grown up in the department and proved their abilty. A new person with experience would be taken on for $20. The highest paid member of the sales force is receiving $125 a month.

(5) Another firm pays on a straight salary basis. This last year, a beginner was taken on at $18, while one with previous bookshop experience was given $22.50. The maximum salary is usually considered to be $25, altho one woman, whose splendid knowledge of books has made her of great value to the firm, is paid $30.

(6) A sixth firm, which has a great many employees, a large number of whom are women, pays an inexperienced woman $15 a week. The highest salary of which the investigator could learn is $22.

(7) Intellectual background is also given a high rating at the next store. The minimum salary is $20, while the maximum is $30. The advance between the two extremes is dependent upon ability and not long years of service.

(8) At a shop which requires highly specialized training of its assistants, it was felt that the salary ought to be $35 for the type of woman who must be employed.

(9) At a small shop where an assistant is needed for only part of the year, $35 a week has been paid in the past, but in the future $25 with a 5 per cent commission will be paid. The proprietor believes that a commission basis helps the assistant to feel a real interest in the shop.

(10) Another firm with a number of employees pays an inexperienced woman $18, while $20 is offered as a start to one who has worked in a library or another bookshop. If the inexperienced clerk is not worth raising to $20 at the end of the first month, she is dropped from the staff. $35 is the maximum salary for a clerk. There are no commissions.

(11) At one department store, an elaborate commission basis has been arranged. The salaries range from $15 to $20. Each clerk is given a quota which corresponds with her salary and is paid 2 per cent on all sales above this figure. This makes the salaries of competent salesmen average between $25 and $30 a week. Commissions are paid semi-monthly.

(12) At another department store no figures regarding salaries would be given out.

(13) At a third, the book department manager has been forbidden to give out data regarding salaries. She said many organizations had asked facts on this matter and she had been instructed to refuse information. The investigator was referred to the general manager who would return to the store about the middle of March. From other sources it was learned that women's salaries begin at $18 and a commission of 1 per cent of sales is paid.

(14) At another shop, where specialized training is necessary for the employees and where they are chosen with great care, $25 is being paid at present to all women employees.

Year-Round Bookselling Plans

THE Year-Round Bookselling Committee has prepared the following outline of concentration points for bookselling in the next four months. This outline gives the special bookselling events in each month and many practical suggestions as to how to plan the events so that they will be most successful.

Calendar

MARCH—*"Find It in Books!"*

Practical books for Business (first two weeks).

Practical books for the Home (last two weeks).

The Travel Club of America asks for nominations of the "ten best travel books ever written," for a "Wanderlust Shelf" to be displayed at the Travel Exposition in New York City, March 25-31. Send in your nominations and your customers' before March 10, to the Travel Book Contest, Grand Central Palace, New York. Watch for newspaper announcements of the results of the contest.

APRIL—*Religious Book Week, April 2-8.*

"Good Books are Life Teachers."

Religious education in the home.

Books as gifts for Easter. Gift bands, "Easter Greetings," purple and white, on request. Display with appropriate greeting cards.

"Back to Nature." Books for adults and for children, on outdoor subjects.

MAY—Books as graduation gifts.

Books as rewards for children in grades.

Lesser Events in May

May, first week—National Baby Week. Books for mothers.

May 14th—Mother's Day. "Send a Book to Mother!"

JUNE—Books for wedding gifts; books for brides' showers. Start vacation reading publicity, in schools and camps. "Take along Books for all the Family!"

The April Campaign

RELIGIOUS BOOK WEEK, April 2-8—Ministers are among the best advertisers of books. They believe so forcibly in the books they like, and they have constant opportunity for discussing books. Be sure that local ministers' associations announce the dates and purpose of Religious Book Week, "to promote a wider interest in religious books and in religious education in the home." Suggest that space be given in the *church calendar* on April 2d to a list of religious books, and to announcement of book talks and book exhibits during the Week. Church clubs and classes, young people's societies, weekly prayer meetings, the April Second sermons, are all opportunities for talks about the influence of books, and about specific books.

Be sure that *literary clubs* meeting during the Week have announcements of Religious Book Week, and exhibits of books if desired.

Get the *art stores* to cooperate with religious art displays. They will be planning appropriate displays for the Easter season. Reprints of illustrations from Bible stories for children and other art books of religion can be obtained from some of the publishers.

The *public library* will cooperate with you by having displays of books for Lenten reading, and books for Easter gifts.

Displays—Plan your displays and advertising to cover the two weeks before Easter, featuring general religious books during the Week of April 2d, and Bibles, prayer books and other devotional books especially during the week immediately preceding Easter. Books as Easter gifts should be emphasized during both weeks.

Posters—Several of the religious publishers are sending the Religious Book Week poster direct to churches, which will prepare the way for your advertising. The Committee is counting on you to order posters for churches not supplied. A streamer, "Second Annual Religious Book Week, April 2-8" will be sent with each poster.

Cards for distribution—The poster will be reproduced on a card 3½ by 5½ inches, two color, with the following statement on reverse (Space left on reverse for dealer's imprint also).

"It is not enough for people to read the current novels and magazines. Religious families ought to build up good libraries of religious books. Children should be made familiar with them in their youth. It is a wholesome thing for every family who cares for the higher things in life to give attention to the additions that are made to the home library. This ought to include something more than the incidental, trivial and flippant things, which too many people are content to buy and read. If we are to train up a generation capable of sustained thought and possessed of strong convictions, there must be some attention to the selections and purchase of good books for the home."

These cards are appropriate for distribution at meetings, in Y. M. C. A. and Y. W. C. A., as bookmarks in books sold, as gift cards to go with books, for mailing direct to customers, etc.

The religious book department—In connection with Religious Book Week in 1921, several book stores opened religious departments. At least one large department store started a

religious book department, circularizing all the ministers in the county about the Week, and the books added to the store. There is *profit* in selling religious books.

Books as Easter Gifts

The Easter gift band is similar to the Valentine gift band, 27 inches long, 1½ inches wide with white letters "Easter Greetings" on a purple background. These bands around books make effective window displays, and are attractive left on the book purchased as a gift. Easter greeting cards to accompany gifts might be displayed and sold with books.

Religious books are suitable for this display, and also books of essays, poetry, and attractive editions of books on other subjects.

"Back to Nature" Books

April is the month for spring opening in the book store: bright posters, vases of wild flowers, colored photographs of "April" birds, garden tools, photographs of 1921 gardens, fishing and camping equipment or other displays suggestive of outdoor pleasure, will be appropriate as center for the window. Books on gardening; guide books to birds, flowers, trees, mushrooms, stars, etc.; books on outdoor sports; books of nature essays; all these will have a pulling power with spring in the air.

The poster shows a man and two boys on a hike stopping to look up a new bird in a book they have carried. This poster will be reproduced on 3½ by 5½ cards, for dealer's imprint and distribution. Appropriate for circularizing nature study clubs, "Audubon" clubs, etc.

"Take Along a Book"

A window transparency for dealer's use is being printed for mailing about March 15th. This is a circular cut sign, eight inches in diameter, for application to window, door, or bookcase. If the sign is applied carefully (directions furnished with each sign), it will stay on the glass for months without curling or washing off. Perhaps the best place for this permanent sign is on the door, below the dealer's name, but high enough to catch the attention of the passer-by. One sign will be sent to each dealer. Extras on request.

Year-Round Bookselling of International Interest

The Canadian, English and French book-trade periodicals have been printing details of the Year-Round Bookselling Campaign for several months, in some cases using cuts of the posters. Both the Canadian and English Associations of Booksellers bought copies of the Children's Book Week poster last fall, for distribution among their members. Requests for the Year-Round posters and circulars have reached the Committee from booksellers and publishers in the following countries: Canada, England, Australia, New Zealand, France, Costa Rica, Japan, India, South Africa, and Denmark. Material is being sent to them regularly.

Price Maintenance Again to the Front

Booksellers' Convention Asked to Take Aggressive Stand

THE problem of price maintenance in the book-trade, which is apparently coming to the front from a good many different angles, may be made an important subject of discussion at the Washington Convention if the Program Committee takes up the suggestion embodied in a statement addressed to them by Charles E. Butler, Chairman of the Board of Trade of the American Booksellers' Association. Mr. Butler points out that the Kelly Bill, which seems to be the only way out of the continual menace of price-cutting, is now before Congress and that a strong drive made in May with a national backing might be a wonderful opportunity to put this legislation thru.

The plan for emphasizing price maintenance has received the hearty approval of the American Fair Trade League whose secretary has written "We believe that your Association is in a position to strike a winning blow in the long campaign."

Mr. Butler's statement is as follows:

"As the Convention will be held in the Capitol of the United States we are given as wonderful an opportunity as any Convention ever had, if we are alive to the occasion.

"The vital question today for the book-trade, as well as to a vast majority of other merchants and producers, is protection against the assaults of 'price cutters' the country over, who, under the camouflage of the 'protection of the consumer,' assail, impair or destroy, whomsoever it may be their pleasure and for their own benefit, so to treat, all of which is done, seemingly under the sanction of the Law.

"Efforts have been made and are being made to correct this evil, all kinds of decisions have been handed down by the court, some favorable, some otherwise, until the merchants of the country are at an utter loss as to what 'can be done' and what cannot be done.

"To remedy this disastrous condition, and in order that those who desire to sell their merchandise, at standardized prices, may be author-

ized to do so, by the passage of a law to that effect by Congress there has been introduced in the House of Representatives by Mr. Kelly of Pennsylvania, a bill—H. R. 11.

> "To protect the public against false pretense, in merchandising—under trade-mark or special brand, of articles of standard quality." Certain safeguards and provisions being provided.

"This bill is on the calendar, and ready to be brought up when the opportunity offers, but Congress is busy, and apt to be for some time to come.

"In the meantime the opportunity of the book-trade is here—we hold our Convention in Washington in May. Why not make this Convention a National issue, by devoting most of the time, if not all, to the biggest drive we can make thruout the United States, urging every merchant and producer who wants to, to join with us in demanding of Congress the passage of the Kelly Bill, H. R. 11.

"I believe such a campaign as this, and such a Convention, would bring the book-trade to Washington from all parts of the country, as a patriotic duty as well as for their own interest, all full of fight and enthusiasm.

"Consider the opportunity offered. Many of the members of Congress undoubtedly would be glad to support the Bill and speak for it, members of the administration likewise, and prominent men from elsewhere bear in mind that the Federal Trade Commission recommended such a bill to Congress, that the Chamber of Commerce with thousands of members all over the country voted in favor of such a bill, that the American Fair Trade League, with hundreds of prominent producers in its membership, has fought in and out of Congress, for such a bill, that merchants and producers all over the country are working hard for government protection. Support could be had from all of them and from many other sources.

"Here is a vast field of opportunity. Publicity would be ours almost without the asking, from the press correspondents in Washington, for they could talk about a vital question of the day—that would be of great interest to their readers in every part of the country.

"Will every bookseller and publisher bear in mind that those in opposition will mightily oppose the Kelly Bill for obvious reasons? That it is therefore vitally important that members of the trade, who can, should be in Washington next May. Expense is no object for the possible gain in fair trading, with its ensuing peace and contentment to all parties concerned, even the opposition.

"Will this brief outline appeal to members of the book-trade? Will booksellers and publishers wake up, and do something for themselves? Will they get together in their respective localities, and bring in all other merchants they can, say, in the form of a petition and have the petition ready for the Convention?"

The whole situation illustrates the necessity for the enactment of such comprehensive legislation on the subject as the Kelly Bill affords. This will finally and definitely remove all questions of economic and legal doubt from the controversy and settle this question much to the belief and permanent advantage of American business.

CHARLES E. BUTLER,
Chairman of the Board of Trade of the American Booksellers' Association.

Copyright and the Irish Free State

"THE Government of Ireland Act, 1920, excludes from the legislative power of the Irish Parliaments 'Trade marks, designs, merchandise marks, copyright or patent rights,' and as the Government of Northern Ireland is constituted under this Act, it follows that the Six Counties remain part of the United Kingdom so far as the Copyright Act of 1920 is concerned," says The London *Bookseller and the Stationery Trades' Journal.*

"But the grant of Dominion status to the South and West of Ireland empowers *Dail Eireann* to make any laws it wishes on the above subjects, thus the Copyright Act of 1910 will not be applicable to the South and West.

The Copyright Act of 1710 afforded protection only in Great Britain until the Act of Union in 1801 extended the operation of the law across St. George's Channel. Between the years 1709 and 1801 many inconveniences were experienced by British authors and publishers.

"What will be the result of Dominion status for the greater part of Ireland, and of government under the Act of 1920 for the Six Counties of Ulster. In the absence of special legislation it would appear that any book or design copyrighted in Great Britain will, after the setting up of the Irish Free State, remain the copyright of the author (or other owner under the Act) in the Six Counties, but will cease to enjoy protection in the greater part of Ireland.

"These matters deserve immediate attention, and action is required to prevent the infringement of the various rights accorded by the Copyright Act of 1910.

"AMERICA for Little Historians" by Hendrik Van Loon, author of "The Story of Mankind" with pen and ink illustrations will be a serial feature of The New York *Evening Post.*

English Book-Trade News

From our London Correspondent

THERE is to be a big Book Fair at Florence, Italy, in May, June and July of this year. In the course of an excellent letter dealing with the scheme, issued by the British Italian Commercial Association, the Committee says:

The demand for British books is increasing. Dreary years in the trenches have taught young Italy to read, unknown Italian authors have now as many editions sold as only well-known writers could hope for before the war, and a great part of the pre-war demand for German books has given way to a desire for English books. If this demand has not yet become effective the fault probably lies in our insufficient knowledge of the Italian book market. The Italian wants cheap editions of our classics in paper covers, he does not want the latest book at 10s. 6d. If our publishers have stocks of our classics unbound they might with advantage offer them at the Book Fair in paper covers.

But there is also an expanding market for expensive books. Last spring foreigners visited Italy in very great numbers; the "foreign visitors" department of Government, formed in 1919, has improved traveling conveniences, and Florence will have a crowded spring season; many of that crowd, mostly English speaking Americans, will visit the Book Fair; the Italian exchange will not affect their purchase and they will be attracted by your newest books.

The tenth annual dinner of the International Association of Antiquarian Booksellers was held at the Criterion, London, on January 26th, with the President, F. W. Chaundy, in the chair. Among the guests were: Major John Hay Beith ("Ian Hay"), J. C. Squire, editor of the *London Mercury,* and Hugh Walpole.

Says a writer in the London *Daily Mirror*: John Masefield is hard at work on his official history of Haig's army. He has recently translated a play by Racine, of which he and his wife, with others, gave a private performance. He lives at "Poets' Corner," which is as near as I may go to his address, for he is a shy man—more so than Barrie—and would not thank me for "giving him away."

American students at Oxford, one of them tells me, like to go to Masefield Sunday afternoon "tea fights." The poet says nothing about poetry, but a lot about ships, fox hunting, boxing, crops, and, especially, Anglo-American friendship.

In a report of fiction best sellers that has just come to hand, we notice that in the twelve representative cities quoted, Mr. Hutchinson's "If Winter Comes," *is first on the list in every case.*

T. H. Sofield, a director of G. P. Putnam's Sons, Limited, London, is visiting America for a sojourn of a few weeks.

A titbit for the after-holiday period: "I heard," said a well-known paragraphist the other day, "that thirteen unlucky London publishers declined 'Tarzan of the Apes' before it was accepted by Messrs. Methuen."

The price of reprints is lowering. This is a good sign. But we believe it has come about by reason of the large stocks held by certain reprint publishers, and it may be that rather than lose the whole, it was wiser to turn over a sale at a minimum of profit, or at exact cost. Certainly, costs of materials that go into the making of a book have not lowered sufficiently to justify a reduction of the published prices of reprints. Moreover, it is a fact that tens of thousands of reprints have recently flooded the remainder market, and good titles at that. It is the same everywhere. With falling costs, slow tho the fall may be, it has become a necessity in *all* trades to clear out the high priced stock to make way for the new material at current prices.

"I wish my body on no account to be cremated . . . . and I beg of my friends of their charity from time to time to pray for my soul," is a direction in the will of Alexander Louis Teixeira de Mattos, the notable author and translator, formerly editor of *Dramatic Opinions.* He left £2831. He gave his ivory-knobbed walking-stick to Stephen McKenna, the author, a set of Poe's works to J. T. Grein, the dramatic critic, and Walpole letters to G. W. Russell, the well-known solicitor. There is a touch of humor, says the *Evening News,* in the gift of a book to a certain friend. He describes the book as one "which he (the friend) borrowed many years ago and has never returned." This is a new and grim joke on borrowers.

Referring to his hobby of book-collecting, Hugh Walpole at a dinner recently said he did not know when he became a collector, but he remembered that when ten years of age he had a sudden desire, almost an agony, to possess a copy of Sir Walter Scott's "The Abbot." There was a very fine copy in a bookshop in his native town, but he had not the money with which to purchase the volume. He decided to endeavor to exchange an autographed volume of his father's sermons for the coveted book. The old bookseller, on examining the book of sermons, took him aside, and gave him a little lecture on fathers, sons, and books, and then generously presented him with the copy of "The Abbot." (Cheers.)

Learning from the Customer

By Irving Allen

IN few businesses is there such a measure of discriminating taste and learning brought by the customer to the selection of goods as in the retail book business. This is at once the despair of many sales people and the opportunity of others. Probably in few other businesses is the buyer likely to be better informed on the whole about the thing he wants. This arises out of the peculiarities of bookselling, and is no reflection on the knowledge of the clerk. Anyone who can speak authoritatively in all the fields of science, literature, economics, art and other departments of knowledge that books cover is yet to be found. But it is the bookman's vocation to be interested in all these subjects and to meet partially the specialized knowledge of the well informed customer.

For the clerk may learn from specialists in a dozen fields. Especially is this true in our metropolitan cities and centers of learning where specialists are to be found browsing among books. While anyone may select their ties or stationery for them, they like to choose their books themselves. The possibility of waiting on these people without knowing who they are should compel an attitude of genuine intellectual humility on the part of the clerk. For he might be talking to Will Irwin urging the purchase of "The Next War" (as one clerk actually did) or to Booth Tarkington without guessing his identity. Imagine waiting on Christopher Morley or William McFee, and letting him slip out with hardly a word about books!

Now that is not likely to occur very frequently. Yet in every town there are exceptionally well-read persons of taste and critical ability. They are sources of information and criticism, if the salesman will only listen and indicate that he is anxious for the customer's point of view. This is not crude flattery nor obsequiousness, but springs from a desire to grow and learn. Soon the bookseller will find himself developing discrimination, good taste, and information. This singular joy is part of the bookselling game. And such an attitude on the part of salesmen would go far to lift their status before the public.

Added to these daily contacts a sustained reading of the important, influential books continually appearing together with handbooks about books such as Strachey's "Landmarks in French Literature," Chesterton's "Victorian Age in Literature," and Maurice Baring's "Russian Literature," all of which are in the *Home University Library*, would make one grow steadily in the possibilities of service and profit. The book business offers this unique opportunity of rich contacts for all who are wise enough to grasp it.

Old Books Which Hold Their Own

THE February 18 issue of the *Independent and the Weekly Review* was an Old Book Number. An interesting feature was a discussion by some of the important book publishers of the books, favorites of an older generation, which are still being reprinted because of an enduring popular demand. George Haven Putnam wrote of some of the old books on the Putnam list which are still in demand. The list included: "Tabular Views of Universal History" published by Mr. Putnam's father in 1832, and kept in print since that date with the necessary revisions by Major Putnam; the works of Washington Irving, first printed under the Putnam imprint in 1848, with some of the more important works brought into print, earlier, from 117 on; the works of Fenimore Cooper have carried the Putnam imprint since 1854. As far back as 1850, G. P. Putnam brought out the first American editions of George Barrow, still issued by Putnams. "Views Afoot" by Bayard Taylor was published in 1848 and still finds a circle of readers. In 1884 the Putnam house brought out Theodore Roosevelt's "History of the Naval War in 1812."

George P. Brett, president of Macmillan Co., records his first publication venture when he came to the firm, the publication of a book still in favor.

"The first Macmillan book with whose publication I was directly concerned was F. Marion Crawford's first novel. His uncle, Sam Ward, a well-known Washington publicist, *raconteur*, and *bon vivant*, came to buy books from me when I was a retail salesman in Macmillan and Co.'s shop down on Bond Street. One day, in the course of conversation, he said that his nephew had written a book and I must hear it read. So I went with him one evening to listen to the story of 'Mr. Isaacs.' I was enthusiastic about the book and urged the Lon-

don house to print it, being certain that we could dispose of a large edition. They took it, but very skeptically, and for the first few months the sale in America was very poor. Then in a single day, for no apparent reason, it began to go so fast that we could not keep it in stock, and quickly ran a sale of 100,000. The continued demand for his works led to the publication of a new uniform edition in 1919, called the Sorrento Edition."

John McCrae, Vice-President of E. P. Dutton & Co., after discussing titles in the *Everyman's Library* which have enjoyed a wide circulation for years, writes:

"The writer of this article feels that more good books are being written today than ever before in the history of man; and that in the years before us some of the writers now stormed at and denounced as immoral, or incapable of writing true literature will be among the immortals of this generation. Often books, like men, are ahead of the time, and the author spends his time in writing for the joy of the generations to follow. Not many years ago Samuel Butler wrote 'The Way of All Flesh.' Not so many as 600 copies were sold at that time. Some few years ago we reprinted this wonderful book. Slowly the men of our generation sensed the value of that splendid novel; and now, year after year, the book sells, one edition follows another. We have had similar experience with W. H. Hudson's 'The Purple Land.'"

Sell A Book A Minute

"IN spite of the generally admitted fact that 1921 was a non-fiction year there was quite a galaxy of big advertising campaigns over yonder in connection with certain novels," says The London *Bookseller and the Stationery Trades' Journal.* It is obviously coming to be recognized, and very quickly too, that commercial methods have got to be drawn upon if more books, and particularly novels, are to be sold. And when we use the word commercial, we do not clothe it with any theatrical or melodramatic dress. Surely it is possible to make book publicity at once efficient and far reaching, as well as tasteful. The old ideal of the severe and dull announcement must and will go. Those of us who have been watching the evolution of publishing in all its aspects, here and in America, realise that this is a definite fact. And some American publishers are facing the problem very deliberately, while here and there in England there is a glimpse of the revolution in this particular side of publishing. Concerted campaigns for the popularising of the book are all to the good, and the National Association of Book Publishers, of New York, and the American Library Associations are striding thro the country with no uncertain voice. But 'Buy a Book a Week' campaigns are ineffective, or at least only fifty per cent in operation, if there is not coordination between the organizations, and the publisher and bookseller. The 'Buy a Book a Week' slogan should be supplemented in the bookstore with 'Sell a Book a Minute.' There is just as much, perhaps there is more, responsibility on the part of the assistant to sell as there is on the part of the public to buy. And in the publishing office there should be a getting together and a frank examination of the selling methods. Certainly, the bare announcement of title, author and price, with a nicely selected bit from a good review will sell a copy or so; but what publicity should do is to sell *hundreds* of copies. Don't let us be too snobbish about the soap manufacturer's methods. We have heard it now for more than thirty years—but still he has sold his soap, made his millions, and been raised to a peerage. And why not? He has been a good citizen. On the other hand, we don't need such methods in our profession. What we do need, however, is the soap manufacturer's imagination. And it is with us; for we doubt whether any other business is staffed so completely with educated and trained minds as publishing. In America they are realising the need of a new effort to persuade the public to buy books. Of course, their field is large, and therefore the opportunity is greater.

"It is most encouraging that so many serious books, all of such brilliancy, should have been so freely bought, and this condition of current literature may surely be traced to the energetic campaigns of the publishers and the A.L.A., all of which have been so heartily backed by the bookseller. It is clear, even at this early date, that the cruse of enterprise for this year is not only going to be very full, but it is going to run completely over. Schemes, and big ones, are all ready in many cases, while others are in the making, for a big push forward in the interests of popularizing literature, and if costs of production break, as they are tending to do, 1922 should be a great year in the annals of American publishing."

Romantic Book of Etiquette

NOT that the revered "Book of Etiquette" is without romantic interest. "My dear Miss Johnson," reads a sample Invitation to the Opera, "I have been fortunate enough to obtain a box in the parquet, where the eight of us who will compromise the party will be comfortably seated."

F. P. A. in the New York *World.*

Reminiscences of a Book Scout

By Joseph Jewett Barton

VI. How Disaster Was Turned To Victory

THIS might properly be called "The Tale of the Sink, or, How Disaster was Turned to Victory."

I used to advertise in the South Brooklyn papers, those little sheets that every housewife gets to keep up on the neighborhood gossip. As an advertising medium they were quite satisfactory; I would save the replies until I had about twenty-five to thirty, arrange them in routes and then have a visiting day. Of course three-fourths of them were blanks; they evidently thought I was a junkman; in the other quarter about two would be old attics. I am very fond of old attics; not as an abiding place, I never got as deep as that into producing literature; but as repositories of relics of by-gone days, especially books and prints.

One particularly lucky day sticks in my mind; my route was south along the Fifth Avenue car line from the Atlantic Avenue station, and I stopped first on Eleventh Street, then Fourteenth, Seventeenth, and several other places but found nothing worth taking along until I got into the thirties. On one of these streets just west of Fifth Avenue a nice little old lady said she had quite a number of old books out in the woodshed and perhaps I might find something I wanted. They were of no use to her as her children had all grown up and moved away and there was only her husband and herself, and John was too tired when he came home to read anyway and she herself was getting a little old and her eyes were not what they used to be and I might as well have them as anybody else, as she was thinking she would be giving them to the hospital or the Salvation Army and one of her daughters now lived in Marietta, Ohio, and John Junior was too busy running after the girls and if I would just come out thru the kitchen if I didn't mind, it was the easiest way to the woodshed.

I didn't mind, and the woodshed was a nice, orderly, clean woodshed, too; I spent a very pleasant hour or so sorting the sheep from the goats, and gathered a few nice books. There were "Leaves of Grass" 8vo green cloth Wash. 1872, a scarce edition; the "Life and Correspondence of Paul Jones," N. Y. 1830; a bound volume of Anti-Slavery reviews and pamphlets of various dates in the thirties and forties, a number of them by Whittier; "The United States Criminal Calendar" 8vo lithographed boards, Ills. Boston 1835; a Copperhead pamphlet entitled "Narrative of Edmund Wright, His Adventures with and Escape from the Knights of the Golden Circle," 8vo Ills. N. Y. 1864. There were also several first editions of Washington Irving and J. K. Paulding. From my point of view it was quite a satisfactory woodshed and that volume of pamphlets turned out far better than I had guessed at first sight.

I could not reconcile the books with the people who owned them, so I inquired diplomatically as to their history, and it seems that John had been coachman or gardener or something, to an old Brooklyn family by the name of Barkaloo who I believe was allied to the Bergens, and the books had been given when the Barkaloo old home was sold.

I used to look at a prospect's house and its surroundings and say to myself, "there is nothing in my line here, what's the use of ringing the bell," but years have changed my views and I now say "where you expect to find them they ain't" and vice versa. All signs fail when book-hunting.

So later on this same day in a house in one of the forties I was invited to come to the cellar, and in a soap box there the only book among a lot of paper bindings by Laura Jean Libby, Garvice and Bertha Clay, was a nice copy of the first edition of the "Estray," a Collection of poems edited by Longfellow, in the original yellow glazed boards, uncut, paper label, Boston 1847. That certainly was a queer combination, and think of the anguish that book must have suffered in such company.

On Sixty-third Street, my last stop, I was shown a choice line of Colliers' publications in sets, and their owner seemed to be very much disgusted because I declined to be interested in their purchase. After she told me how much she had paid for them, that they were as good as new, and that she didn't see why I couldn't sell them, I thanked her for her courtesy in letting me look at them, and was about to bid her good afternoon, at the same time reflecting that this had not been a perfect day by a great deal.

Instead I turned to her, perhaps entreatingly, with the query: "Haven't you any other books anywhere," and she replied with a half laugh that there were a few childrens' books out in the kitchen in a cupboard under the sink.

Up on the second shelf to the northeast, out of danger from any water that might drip into the sink. I found "Liberty Tree, with the last words of Grand-father's Chair" by Mr. Hawthorne, first edition, 24mo, original black embossed cloth, with the paper label in gold and black on the side, Boston 1841. This copy evidently had not appealed to the children of its day, or later days.

I do not believe it had ever been opened, and the rare book department of one of New York's largest publishing houses had a valued woman customer who was waiting for this particular book. It is a good thing that books outside of their printed words, do not talk. Think of it! From the cubby-hole under the sink, to a velvet-lined solander case in Central Park West. Undoubtedly books have souls, and how like a Redeemer I must have seemed to many

a one. I have washed away a multitude of sins, with gasoline, alcohol, ammonia and javelle water. I have steamed, pressed and ironed. Each one of us has his niche in the world, some save men or themselves, others make love to beautiful women, and some not so beautiful; but if you or I save from the paper mill or rescue from ignorant, unappreciative hands some choice little item, rehabilitate if necessary, and send it forth again, fit to fight another hundred years, or better still, find it a good home, will we not in some sort of a book heaven get our reward

Incidentally, some do all this and reap a little reward *here*. I had a friend down in North Carolina who picked up from the janitor's sweepings of the State House at Raleigh, the Acts of the Assembly for 1751, unbound; and after he had ironed and cleaned, valued it at $500 with no desire to sell at any price. This reminds me of a story I once heard about a well-known law book dealer, who, under the pretence of being a paper dealer, even had some business cards printed to that effect; bought a carload of old Acts and Records from the janitor of another State House, and routed the car around several states so nobody could trace it, until even the Car Accountant's office thought it had left for Europe. The story runs on to the effect that the contents of that car eventually brought over fifty thousand dollars. But how does that sort of thing sound to you?

Missouri Book Week

THE plan of using the unit of a state for arousing wider interest in books has been carried thru in successful experiment by the State of Missouri. The press thruout the state showed marked interest. Of special importance in signifying the public interest in the occasion was the proclamation from the governor. This proclamation not only gave official weight to what the Committee was doing, but stated in an effective way the importance of books to every community.

GOVERNOR'S PROCLAMATION

State of Missouri *Executive Department*

WHEREAS, the prosperity and welfare of the people depend to a large degree upon education not only thru schools, but also thru Public Libraries and other agencies for the promotion of wider reading of good books, and

WHEREAS, to the end that the value of books and libraries be more generally recognized, that the citizens of the State may acquaint themselves more thoroly with the advantages and needs of public libraries and in communities without libraries that attention be given to the need for their establishment, and

WHEREAS, it is fitting, especially at the time of Lincoln's Birthday to give thought to the significance of books in the lives of men, knowing as we do the effect of good books in the life of this great American,

NOW, THEREFORE, I, Hiram Lloyd, Acting Governor of the State of Missouri, by virtue of the authority in me vested, do hereby designate the days of February 12th to February 18th, 1922, as days to be observed as Missouri Book Week, and would recommend that teachers, during this week, impress upon the children the value of good reading and that ministers bring out in their sermons the influence of good reading on the moral and civic advancement of the individual and the state.

Given under my hand and the great seal of the State at the Capitol in Jefferson City, this the first day of February, in the year of Our Lord One Thousand Nine Hundred and Twenty Two.

(Signed) Hiram Lloyd, *Acting Governor.*
By the Governor,
(Signed) Charles U. Becker,
Secretary of State.

Among the important cooperative efforts was the leading editorial in the St. Louis *Globe Democrat,* which pointed out the specific needs in Missouri for wider book distribution and emphasized the importance of the new legislation that had been passed in 1921 which was designed to permit community organization for a library.

The State Committee included V. W. Lucas of the Missouri Stores Company, Columbia, Misssouri.

Indiana is following on April 23d with an Indiana Library Week, placing the emphasis on library use of books rather than on the books themselves. The campaign, however, is putting a strong emphasis on the need of more books as well as more general support for libraries.

Scouts and Books

THE active work of Chief Scout Librarian, Franklin K. Mathiews, in interesting the Scout Executives in the various cities more keenly in the problem of boys' reading has brought forward many good results and from numerous cities have come interesting details of activities. As an example, J. A. Sessions, Scout Executive of Sault Sainte Marie, writes to the Scout headquarters:

"We have put into circulation all the booklists provided, and the bookstores report that they are practically sold out of their stock of the recommended books, and that they feel this extra publicity did a great deal of good in a business way, tho general holiday business was lighter than usual. The Carnegie Library reports more calls for these books by the boys and their parents than for any other children's books. Our effort was just a humble one, but we cannot help but feel very much pleased with the result."

Anglo-American Publishing

THE following paragraphs recently appeared in the London *Graphic*, about the ever closer relations between English and American publishers, predicting a future when English and American authors would write for this large combined public.

"Publishing houses are the business expression of literature, and some of those of England and America have sown their activities on both sides of the Atlantic: Macmillan, Longman's, Putnam, Harper and others. They go forward as they have done, and a new movement, somewhat different in character, has arisen in Anglo-American publishing. It is illustrated by the immediate news that the house of John Lane in New York has been taken over by the New York house of Dodd, Mead, which found America's winter "best seller" in Mr. Hutchinson's "If Winter Comes," (*sic!*) and that John Lane in London and Dodd, Mead in New York are to act in consort. This means a good deal in a literary way, for one firm will have the pick and choice of the other's books, as, say, the novels of Mr. W. J. Locke, which have a great vogue in America.

"Only recently Heinemann, of London, and Doubleday, Page and Company, of New York, organized themselves in the same manner. It is no secret that Hodder and Stoughton, of whom Sir William Robertson has long been the editorial chief, and George Doran, of New York, are intimately associated for transatlantic literary purposes. Once some American publishing houses thought it enough to have a representative in London, a literary man, a business man, or a man who was both. The system was simple and efficient in leisurely days, but now something more is needed to meet the keen competition for new books.

"So there grows an intimacy of the English-American book market, which will have its effect on English-American literature, because that is inevitable and good. It must tend to a closer "note" in the books of English and American writers, without hurting the national characteristics of either. Authors will know they are to be published as actively in New York as in London, in London as in New York, and instinctively they will seek a common literary denominator of subject, "note," and expression.

"By and by—who knows?—some of our enterprising publishers may be setting up branch houses in Japan, or linking up working arrangements with Japanese publishers. You see, the educated Japanese, having, for the material progress of their nation, studied English, are now good readers of books written in English. Moreover, they have their own literature, ancient and rich in achievement, and why should they not try Europe with it?"

Annual Dinner

THE Annual Dinner of the Women's National Book Association will be held on the evening of March 9th, at seven o'clock, in the Winter Garden of the Hotel McAlpin, New York.

The speakers will be Willa Sibert Cather and Hugh Lofting. E. Phillips Oppenheim will speak by wireless.

A novelty feature is promised in which Sapho, Heywood Broun, Harold Bell Wright, Charlotte Brontë and Shakespeare will tell how they would sell their books.

Those desiring to make reservations should write to Miss Edith Jackson, care of F. A. O. Schwartz, 303 Fifth Avenue, New York. Tickets $3.50 each.

A Religious Book Number

OVER a score of religious periodicals have sent word of their completed plans for a special Religious Book Week number, and one of these, the *Continent*, has already published a notable religious book issue under date of February 2nd. This number included an interesting article by Andrew C. Zenos on "Popular Leaders Among Religious Books," including a list of the six best sellers, as had been reported by the eight bookstores of the Presbyterian Board of Publication, and a list of sixty-four other books that made up the popular items in the experience of these stores. Another interesting list was a second semi-annual list of Helpful Books, made up by the faculty and students of the McCormick Theological Seminary. There is also a very pertinent article entitled "Mr. Layman, Do You Shun Religious Books? by Harry Clayton Rogers, and a strong editorial on "Teaching to Read," together with many pages of reviews of religious books.

Houghton, Mifflin Officers

AT the annual meeting of the directors of Houghton, Mifflin Company, Edward R. Houghton was elected President of the Company to fill the vacancy occasioned by the death of Mr. Mifflin.

Mr. Houghton, who is a nephew of the late H. O. Houghton, the founder of the House, lives in Cambridge. He has been connected with the Company since his graduation from Amherst College in 1893. He has more recently held the position of Managing Director of the Riverside Press, in addition to being a member of the Executive Committee of the Board of Directors.

The other officers elected were: James Duncan Phillips, Vice-President and Treasurer, and Roger L. Scaife, Clerk, which in New York law is equivalent to secretary.

Houghton Mifflin Night in Philadelphia

ON February 16th, at the Franklin Inn Club the Philadelphia Booksellers held their much heralded Houghton-Mifflin Night. The Association was genuinely appreciative of the great honor conferred upon it by the visitors from Boston. Everything possible was done to welcome them properly. There was a temperature of five degrees above, but a heavy fall of snow that was promised, failed to arrive on time to make the New Englanders feel perfectly at home. For a week all the book shop windows displayed the legend "Houghton-Mifflin Week," and the few unbookish inhabitants must have wondered what a "Houghton-Mifflin" was. Yes, there are a few unbookish people in Philadelphia; of course not so few as Boston, but still a few.

Peter Reilly, the president, presided, and after a few happily chosen words of welcome, turned over the meeting to Benjamin Ticknor. Mr. Ticknor made a short, witty speech and introduced the toastmaster, Philip S. Marden. Mr. Marden is a gentleman of genial girth and soon he had his audience chuckling and in perfect humor to enjoy the good things to follow.

Ralph Paine, the first speaker, told some stories gathered from his very rich store of personal adventures, many of which took place or had their origin in Philadelphia. It was truly refreshing to meet a fictionist who was not afraid to use some locale other than Philadelphia's thriving suburb, New York.

The author of "Roosevelt in the Bad Lands," Hermann Hagedorn, with Boswellian fidelity, told some unpublished anecdotes of the great T. R.

The program closed with Edward G. Lowry's (author of "Washington Close-ups"), impressions of the personnel of the international conference recently concluded at Washington. He brought "close up" to his hearers some of the great and near great of the Capitol. He said they were only human beings after all; "some wore low shoes and chewed tobacco, and some didn't." All felt duly grateful when he further said that it was only by the grace of God that some were booksellers instead of statesmen.

The Houghton, Mifflin party, besides the speakers, included Frank Bruce and Harrison Leussler.

F. V. M.

E. T. A. Hoffman, the German author, died June 22, 1822, and the Germans are preparing to celebrate the hundredth anniversary of his death. A tablet was recently unveiled on the house in which he was born at Konigsberg.

An Uncorrected Galley

HEARD IN THE BOOK DEPARTMENT

She: (reading the sign "Applied Psychology") Wait, what's that—"Applied Sickology."

He: Aw, come on. You ain't sick!

He: (reading title "How to Enter the Silence") Say that's great! I'll buy it for you!

She: Don't be so smart—better get it for your mother.

WONDERS OF THE WEST

"Watched by Wild Animals"

By Enos Mills. Doubleday-Page

Gaunt grizzly bears by snow-fed founts,
Hungry coyotes on snow-clad hills,
Lank lions and lithe catamounts
Slink slyly after Enos Mills.

Yet no lean brute makes bold to lunch
On Enos Mills, tho hundreds follow;
These canny beasts may have a hunch
His stories would be hard to swallow.

KEITH PRESTON in the
Chicago *Daily News.*

A Best Seller

As the boy who tended the newsstand was absorbed in reading a book, I hunted around until I found the magazine I wanted and then approached him. When I spoke to him he did not raise his eyes from the page but held out his hand for the coin and dropped it automatically into the till. I said:

"Where's the change?"

"What did you get?" he replied, still without looking up.

I told him.

"How much is it?" he asked.

I said I did not know.

"Can't you read it on the cover?" he inquired crossly.

Thus admonished I searched the cover until I found the price mark tucked away in the hair of the pretty girl picture. When I told the newsdealer he tossed the change over the counter. One of the coins rolled on the floor, but I recovered it while the boy read on.

Curious to learn the nature of the book he was reading I glanced over his shoulder at the title.

It was called "The Science and Art of Salesmanship."

Rubber In Paper Making

A NEW process in paper making has apparently been discovered according to Vice Consul Wade Blackard, stationed at Singapore. This is the use of latex rubber in paper making. The process is recorded in the New York *Times*.

"The discovery of the process, which has been patented, is attributed to Frederick Kaye. It is claimed for the discovery, according to Mr. Blackard, that it will not only reduce the cost of paper making materially and simplify paper making methods, but that it will greatly improve the quality of the product. 'For example,' Mr. Blackard goes on in a report to the Department of Commerce.

'Experiments were made to show that with an ordinary fibre made into a paper containing one-tenth of 1 per cent. of rubber the product had a folding number of 5,000 to 6,000 and a tensile strength of two or three times that of the same material made without rubber. With a rubber content of about 75-100ths of 1 per cent. the folding number reached 14,500, while the same paper made in the usual manner had a folding number of 30.

'Another fibre, beaten for half the usual time and made into a paper containing 1 per cent. of rubber, had a folding strength number of 72,500 and a tensile strength of 87 pounds for a strip one inch wide. This is equal to 6,600 pounds per square inch, or about twice the strength of a well-vulcanized rubber compound, such, for example, as is used in tires. The bursting strength was about 40 pounds for a thickness of one-tenth of a millimeter.'"

Printing in England

"Lithographers, printers, and binders have enough to do for the present, but they regard the future with some anxiety," says the Leipzig correspondent of the *Manchester Guardian*. "Prices are uncertain, and it is very difficult to get paper. The paper mills cannot work much. Either they have no coals or, on account of the dry summer, no cellulose. Export business, which is so important for the lithographic industry, is very limited at present, especially with England since the anti-dumping legislation. The countries at our eastern frontiers and Russia can hardly be thought of; neither Austria, on account of the exchange. Switzerland and France have passed strict laws against imports, and so the Northern countries are the only ones which can be taken into consideration."

JOHN LANE, LTD., of London, reports that the limited edition of "Jurgen," 3000 copies, issued last November, has been completely sold out.

DOUBLEDAY, PAGE & CO. have just published an attractive series bound in lambskin, *The Lambskin Library*, at the extraordinary price of $.90 a volume. Twenty-five titles have so far been announced, and of these, fourteen are now ready.

A Book List on Japan

THE problems of the Pacific and the Far Eastern nations, which has been so much to the front in the political world, is, of course, of continuing interest always in the field of church and missionary endeavor, and no group is more conscious of the importance of the recent Conference and of the decisions made, as a failure to settle to some extent, at least, the problems of the Far East would be a signal failure for progressive Christianity.

The Federal Council of Churches has issued a special pamphlet on the problems of the Pacific and the Far East to be used by study classes, and in connection with the pamphlet they present a reference list of what they consider the best books for the study of Japan. This list is as follows:

"The Development of China;" "The Development of Japan," both by K. S. Latourette, $2.50 and $1.50. Houghton Mifflin, and Macmillan, respectively.

"The New Map of Asia," by H. A. Gibbons, $3.00, Century Co.

"China, Captive or Free," by Gilbert Reid, $3.00, Dodd, Mead.

"What Shall I Think of Japan?" by George Gleason, $2.25. Macmillan.

"Japan and the Far East Conference," by Henry W. Taft, $1.00, Macmillan.

"Must We Fight Japan?" by W. B. Pitkin, $2.50, Century.

"America's Stake in the Far East," by Chas. H. Fahs, $1.35, Association Press.

"American Japanese Relations," by Sidney L. Gulick, $0.25, Federal Council of Churches.

"The American Japanese Problem;" "American Democracy and Asiatic Citizenship," both by Sidney L. Gulick, respectively $2.50 and $2.25, Chas. Scribner's Sons.

"Japan and World Peace," by K. K. Kawakami, $1.75, Macmillan.

"What Japan Thinks," by K. K. Kawakama, $2.00, Macmillan.

"The Real Japanese Problem," by K. K. Kawakami, $2.00, Macmillan.

"What Japan Wants," by Y. S. Kuno, $1.00, Crowell.

"Japan and the California Question," by T. Iyenaga, $2.50, Putnam.

"California and the Japanese," by K. Kanzaki, $0.50, Japanese Association, 444 Bush Street, San Francisco.

The Booksellers' Convention

THE Washington Convention, the plans for which are now rapidly being completed, will offer many attractions because of its being held in the national Capitol, and the Committee is endeavoring to lay its plans so that full advantage of this can be taken by the delegates. Instead of beginning, as usual, on Tuesday, the sessions open on Monday, May 8th. There is entertainment planned for every evening, and all day Thursday is to be a play day, the final executive session being finished on Wednesday afternoon.

The Committee on the Program lays emphasis on the fact that there will be a great deal of practical discussion from the floor after some topic of current interest has been presented. The Committee on Entertainment is especially anxious that the Convention shall be self-supporting, and there will be a fee of ten dollars covering not only the banquet, as has usually been the case, but the other entertainment expenses as well. This will provide a fund for the local committee to work with that has not heretofore existed.

A French Book-Trade Catalog

A VERY interesting catalog for the use of French booksellers has just been issued from the Office Pour La Propagation du Livre Français, 117 Boulevard Saint-Germain, Paris. This catalog is intended to supply booksellers with a list that they can put in the hands of their customers, giving the names of the principal works which are for sale in the French bookstores, arranged under subject classification and indexed by title. The first volume at hand covers fiction; memoirs and letters; essays and miscellanies; poetry; and the theater. The catalog is 5½ x 7½ inches in height, gives the price of the book and the publisher's name in code; this code to be only known to the bookseller so that the person to whom the catalog is given by him will not order direct from the publisher.

The introduction states that this first list includes only works written in French that offer literary interest, and, while it does not claim to be exhaustive, aims to include every work of acknowledged merit or undoubted notoriety which is now in the stock of French booksellers. The books included are those from the date of 1800 up to the year 1920. Part 2 of the catalog will include French classic literature up to the year 1800, ancient and Eastern literature and modern literature of other countries. It will also include books on literary criticism and the history of literature. This catalog would be of great value to American libraries for booksellers who would like to have in compact form a reference list of the available literature of France. The price of each section is 2 francs. After the publication of these two sections on literature, there will be other lists; history and geography; fine arts; science and technology; law, philosophy and religion; practical information; pedagogy; books for children.

Worth All thou Hast

THAT the question of book prices and book values is an old one is very interestingly evidenced by a quotation from Richard de Bury's "Philobiblon" which has been pointed out by a subscriber. Richard de Bury died in 1345, but his work is still beloved among all who read or handle books. "Philobiblon" was first printed at Cologne in 1473, and the first English edition, in 1598-99.

WHAT WE ARE TO THINK OF THE PRICE IN THE BUYING OF BOOKS

From Chapter Three of De Bury's Philobiblon, E. C. Thomas translation.

From what has been said we draw this corollary welcome to us, but (as we believe) acceptable to few: namely, that no dearness of price ought to hinder a man from the buying of books, if he has the money that is demanded for them, unless it be to withstand the malice of the seller or to await a more favorable opportunity of buying. For if it is wisdom only that makes the price of books, which is an infinite treasure to mankind, and if the value of books is unspeakable, as the premises show, how shall the bargain be shown to be dear where an infinite good is being bought? Wherefore, that books are to be gladly bought and unwillingly sold, Solomon, the sun of men, exhorts us in the Proverbs: Buy the truth, he says, and sell not wisdom. But what we are trying to show by rhetoric or logic, let us prove by examples from history. The arch-philosopher Aristotle, whom Averroes regards as the law of Nature, bought a few books of Speusippus straightway after his death for 72,000 sesterces. Plato, before him in time, but after him in learning, bought the book of Philolaus the Pythagorean, from which he is said to have taken the Timæus, for 10,000 denaries, as Aulus Gellius relates in the Noctes Atticæ. Now Aulus Gellius relates this that the foolish may consider how wise men despise money in comparison with books. And on the other hand, that we may know that folly and pride go together, let us here relate the folly of Tarquin the Proud in despising books, as also related by Aulus Gellius. . . . What did this Sibyl teach the proud king by this bold deed, except that the vessels of wisdom, holy books, exceed all human estimation; and, as Gregory says of the kingdom of Heaven: They are worth all that thou hast?

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

CHARLES CALDWELL DOBIE

THE February 16th meeting of the Women's National Book Association could well have been called "California Night," for beside the two speakers, Charles Caldwell Dobie, and Ruth Comfort Mitchell, there were several members present from the "golden state." It was probably the liveliest meeting which has been held in some months, inasmuch as the discussions ran from the writing to the advertising and selling of books.

Alice Duer Miller, who was scheduled to speak, found that she could not be present at the last moment and her place was very ably filled by Ruth Comfort Mitchell (Mrs. William Sanborn Young), author of "Play the Game" (Appleton)... "The Night Court and other Poems" (Century), and a new book, just off the press, "Jane Journeys On" (Appleton).

Miss Mitchell, brought with her the breath of the out-of-doors, as her personality is such as one would know at once that she has been identified with the great open spaces of the mountains. She told of her work and of the little cabin in the Monterey country along the Sur River, in which she does her writing, and she spoke also of her hopes for the future.

Charles Caldwell Dobie, author of "Broken to the Plow" and "The Blood Red Dawn" (Harper), a San Franciscan, devoted much of his talk to the present school of novel writing, which held the theory that an author ought to write autobiographically and have a certain spirit of propaganda. His discussion was simple, and charmingly unaffected and filled with rich quotations from various authors to shed light on the vexed questions for the writer who was just beginning to feel his way. He stated that the novelists of today lacked a sense of repose, and the art of suggestion. He stated that in his opinion Dostoievski and Turgenev show a perfection of technique and great sense of repose. Mr. Dobie then entered whole-heartedly into the discussion of correct advertising for books, and as to which was the wisest way to get a book to sell as was shown in the case of "Main Street" and "Brass." Everyone present seemed to have ideas on the subject and stated that they knew at once by the sales of certain books if the advertising was "pulling."

During the business meeting, which followed the speaking, Winifred Stuart Gibbs, author of "The Minimum Cost of Living" (Macmillan), and "Economical Cooking" (Cupples & Leon), presented to the members a plan for the nationwide campaign for increasing the sale of books thru the Women's National Book Association, by which the Association would have "at the end of a year accurate information of conditions and accomplishment for every town and rural district in the United States." While every one present thought well of the plan as a whole, there was present with every one a feeling that the plan as drawn, was much too elaborate for an organization so young and still comparatively small, and Miss Gibbs was asked to draw up other plans, which would meet the immediate needs of the Association, as the members felt that the Association was not yet strong enough to hold mass-meetings in cities and small towns over the United States, which formed part of the outline.

The Cosmopolitan Book Corporation presented to each member a copy of "The Go-getter" by Peter B. Kyne.

At the dinner of the Bookseller's League, in New York, on February 15th, Ralph Wilson, president, paid a high compliment to Bessie Graham and the classes in bookselling which she is conducting at the New York Public Library, and at which her book, "The Bookman's Manual (R. R. Bowker Co.) is being used as a textbook. Mr. Wilson spoke very highly of this course in general and of its value to all booksellers.

All plans are now made for the annual dinner of the Women's National Book Association, which is to be held this year in the Winter Garden (24th floor) of the Hotel McAlpin on March 9th. There are to be only three speakers, and all of them known wherever books are sold: Willa S. Cather, E. Phillips Oppenheim, who has just arrived in America, and Hugh Lofting, author of "Dr. Doolittle" (Stokes). After the speaking there is to be produced a novelty directed by Madge Jenison and Belle M. Walker called "Sellophones," written by Ethel R. Peyser, which are records of Sappho, Heywood Broun, Shakespeare, Charlotte Brontë and Harold Bell Wright. This wonderful new invention will be demonstrated by Alexander Black.

Tickets for the dinner may be obtained from Edith Jackson, care of F. A. Schwartz, 303 Fifth Ave., New York, at $3.50 each.

Dean of American Booksellers

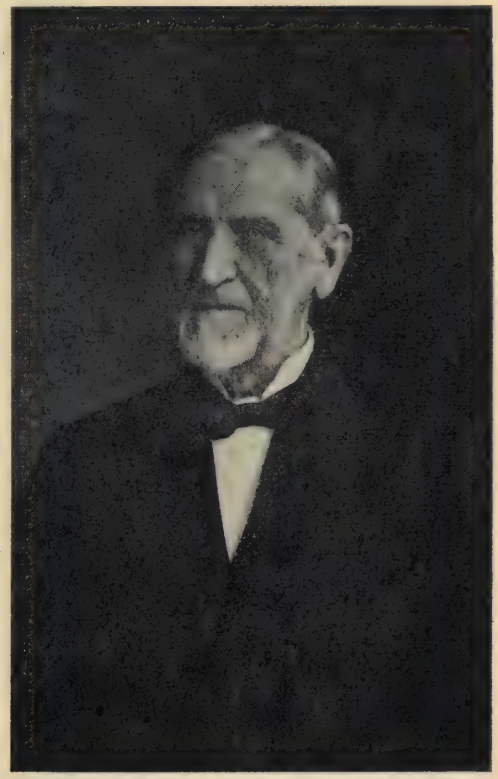
WHEN E. P. Dutton reached his ninety-first birthday in January, the PUBLISHERS' WEEKLY celebrated that event by some account of the life of that veteran publisher, certainly the dean of the American publishing trade. If a dean of booksellers were to be chosen, the honor must fall to Timothy Nicholson of Richmond, Indiana, who has passed the ninety-third year and still goes daily to his bookstore, now conducted by his sons, Thomas and John, tho Mr. Nicholson himself still buys the Bibles and other religious books. He also finds time and energy to attend to a large variety of social and civic duties.

Timothy Nicholson was born on a farm in North Carolina in 1828 of Quaker parents. He attended a Friends' Academy near his home and from 1847-1848 a Friends' High School in Providence, R. I. He was later a principal of the North Carolina Friends' Academy and afterwards an instructor in the Friends' College at Haverford, Pa. In 1860, he and his younger brother opened a bookstore in Richmond. This firm antedates even the well-known firm of McClurg, and is one of the oldest firms under its original name in the state of Indiana.

When in 1874 the book-trade convention met in Cincinnati the American Book-Trade Union was formed by the retailers of the middle west, the earliest American publishers' association, under the presidency of a middle westerner, Isaac B. Aston. Timothy Nicholson was one of the founders of the new organization and was elected its first Treasurer. The Book-Trade Union had but a brief career of a few years; Timothy Nicholson is its only surviving leader.

Mr. Nicholson has always been devout and active in religious affairs. He has occupied every office in the Friends' Church except that of preacher. When in 1877 the first general conference of Friends in America was held in Richmond, Mr. Nicholson was made the Chairman of the Committee on Arrangements. These conferences have been held every five years in Richmond or in Indianapolis, and Mr. Nicholson has always been a delegate to them. When the Indiana Friends celebrated their one hundredth anniversary, Mr. Nicholson presided at the centennial services. For forty-nine years he was a trustee of Earlham College of Richmond and for thirty years member and Secretary of its Financial Board.

Mr. Nicholson has been equally interested in state and social betterment. For six years he was a trustee of the Indiana State Normal School, appointed by two governors, and for nineteen years he was a member of the Indiana Board of Charities, receiving his appointment from six governors, both Republican and Democratic. This service on the Board of Charities he performed without salary, visiting and inspecting state and county institutions, attending meetings of board, state and national conferences and prison associations. In 1908, when Mr. Nicholson was in



TIMOTHY NICHOLSON

his eightieth year, he resigned this office, and the leading citizens of the state celebrated his birthday and expressed their appreciation of his devoted and faithful work by giving a banquet in his honor. Mr. Nicholson has always taken an active interest in the Social Service Bureau of the Y. M. C. A. When the Indiana Anti-Saloon League was organized in 1898, he was chosen President and has continued to hold that office ever since.

When the *Oxford Bulletin* wrote up an account of the remarkable career of Mr. Nicholson a few years ago, it was said, "He is certainly the grand old man of the book-trade."

Communications

"VISITORS WILL BE WELCOMED"

London, Feb. 4, 1922.

Editor, PUBLISHERS' WEEKLY:

It would be very useful to English publishers if they could know beforehand of the visits of American publishers and the approximate time they expect to arrive. *The Publishers' Circular,* 19 Adam St., Strand, London, W. C.2 would be glad to publish such announcements.

R. B. MARSTON,
Editor of Publishers' Circular.

Periodical

THE BOOKMAN has now reached a circulation of over 20,000 copies per month, according to the latest announcement from Geo. H. Doran & Co.

DOUBLEDAY, Page & Co. are launching a new monthly periodical with the May issue published on April 15 to be called *The Radio Broadcaster.*

The International Interpreter, published by the Interpreter Publishing Corporation, of which John R. Watts is general manager, will begin publication in New York not later than the first week in April. Frederick Dixon, who recently resigned as editor of *The Christian Science Monitor,* will be editor. It is stated that the new weekly will have no political, financial or sectarian interests and will review world affairs from an impartial standpoint.

THE WORCESTER *Evening Gazette* is now carrying book reviews on its editorial page twice a week, written by Edward N. Prall, formerly on the New York *Sun* and recently with the *Chatauquan.*

BEGINNING with the March issue, now on sale at the news-stands, Norman Hapgood becomes the editor of *Hearst's International.*

SEWARD B. COLLINS, a columnist of real cleverness, is conducting a colyum, "The Eagle Eye," in the Brooklyn *Daily Eagle.*

Personal Notes

CHARLES E. CURTIS is to be manager for S. D. Siler Co., of New Orleans, La.

WALTER DIVEKEY, formerly with Marshall Field & Co., will represent Albert Whitman & Co. in Chicago and the middle west, in place of Charles E. Curtis.

IVAR N. THYBERG for four years connected with the book department of R. H. White Co., Boston, has accepted a position as Buyer of Books and Stationery of the Emery, Byrd & Thayer Company, Kansas City.

IN MIDDLETOWN, CONN., January 28th, Miss Ruth A. Smith, lately with G. & C. Merriam Co., was united in marriage with Alfred E. Knight, buyer for H. & W. B. Drew Co. of Jacksonville, Fla. Miss Smith was formerly in the New York Library and later with the Middletown Library. Mr. Knight has been connected at various times with Copp Clark Co., Toronto, Purdys, Galveston, Pittsburgh News Co., Smith & Butterfield, Evansville, and now with the Drew Co.

Business Notes

BOSTON, MASS.—H. P. Preston and Mary D. Randall have purchased The Studio Bookshop, 198 Dartmouth Street. The name will remain unchanged. The stock carried will be of a general nature, with especial emphasis on poetry and drama.

CHICAGO.—A. E. Byrne has sold his entire interest in the Bargain Book Store, 520 South State Street, and the store is now conducted by T. C. Knight and Jorgen Holdt, who has assumed all obligations of the store.

HOUSTON, TEXAS.—After five years at 1109 Capitol Avenue, the Book Exchange and Art Shop has moved to more commodious quarters at 416 Fannin St. The shop has added several new lines of business.

NEW YORK CITY.—Baker & Taylor Company has added this month four thousand square feet in its floor space by taking over more room adjoining its old quarters on the ninth floor. This now gives it two floors complete and provides more room for the business departments as well as a more commodious sample room. Baker & Taylor has been in its present quarters at Fourth Avenue and Twenty-Sixth Street for seven years, and in this time its floor space has more than doubled, and its personnel increased by one hundred per cent.

PALO ALTO, CAL.—The Sequoia Book Shop, will open this month under the management of G. C. Miller who was for over six years in charge of the Stanford University Bookstore.

PHILADELPHIA.—"The John C. Winston Company of Philadelphia, has purchased from W. E. Scull the entire building at 1006 Arch Street, where its offices and printing and binding plant have been housed for many years. Mr. Scull is one of the stockholders of the company."

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Alder, W. F.
The isle of vanishing men; a narrative of adventure in cannibal-land; il. with photographs by the author. 184 p. front., pls. D c. N. Y., Century $2
The adventures of the author in the interior of New Guinea among the wild men, where he studied the strange customs, and secured first hand information about cannibal practices.

Anderson, George Wood
Unfinished rainbows and other essays. 188 p. D [c. '22] N. Y. & Cin., The Abingdon Press $1.25
Partial contents: Unquarried statues; The unlocked door to truth; Weaving sunbeams; The wisdom of the unlearned; Modern Judases; The dignity of labor; The rosary of tears.

Anderson, Melville Best, tr.
The Divine comedy of Dante Alighieri; a line-for-line version in the rime form of the original. 449 p. il. O [c. '21] Yonkers, N. Y., World Bk. Co. $4; [also limited de luxe ed. $20.00]

Baker, Elizabeth
Partnership; a comedy in three acts. 109 p. il. plan D (French's acting edition, no. 2600) [c. '21] N. Y., S. French pap. 35 c.

Beebe, William i.e. Charles William
A monograph of the pheasants; in 4 v., [v. 1-2-3 now ready] various paging (bibl.) il., pls., (part col.), maps '21 N. Y., New York Zoological Society, 185th St. & Southern Blvd. $250 set.

Begbie, Harold
The ways of laughter; a comedy of interferences. 8+295 p. D c. N. Y., Putnam $2
The story of a cheerful barrister who finally convinces a morose philosopher and his unhappy daughter of the real place of humor in the universe.

Berry, Elmer
The forward pass in football. 4+25 p. diagrs. O c. '21 N. Y., A. S. Barnes & Co. 30 Irving Pl. pap. 50 c.

Best, William Newton
Burning liquid fuel; a practical treatise on the perfect combustion of oils and tars, giving analysis, calorific values and heating temperatures of various gravities; with information on the design and proper installation of equipment for all classes of service; [rev. and enl. edition.; foreword by Rear Admiral John R. Edwards, U.S.N.] 341 p. tabs., charts, plans, il., pls., diagrs. '22 c. '13-'22 N. Y., U. P. C. Book Co, 243 West 39th St. $5
The first edition was published by the author in 1913 under the title "Science of burning liquid fuel."

Binyon, Gilbert Clive
The Christian faith and the social revolution. 6+88 p. D '21 N. Y., Macmillan $1.40

Bishop, Louis Faufères
Arterial sclerosis; a consideration of the prolongation of life and efficiency after forty; [new ed.] 11+383 p. pls., il. O '22 N. Y., Oxford University Press $4.25
Formerly published in 1915 under title "Arteriosclerosis." Has been out of print for some time.

Bishop, Mildred C., and Robinson, Edward Kilburn
Practical map exercises and syllabus in ancient history. 31 p. maps O c. '21 Bost., Ginn pap. 56 c.

Blades, William C.
Negro poems, melodies, plantation pieces, camp meeting songs, etc. 168 p. D [c. '21] Bost., Badger $1.50

Blashfield, Evangeline Wilbour [Mrs. Edwin Howland Blashfield]
Manon Phlipon Roland; early years; il. with pors. and views; [introd. by Edwin Howland Blashfield.] 15+383 p. front. (por.), pls. pors. O c. N. Y., Scribner $3.50
A record of the beginning of the public career of Mme. Roland.

Arnold, Joseph Alfred, ed.
Arnold's guide for New York business corporations, including business corporations laws (including co-operative corporations), General corporation law, and all provisions affecting corporations embraced in the state constitution, Tax law, Penal law, Labor law, Debtor and creditor law, General business law, Personal property law (including the "Uniform stock transfer act), Lien law, Negotiable instruments law, Real property law, Executive law, General construction law, Civil practice act, New York city court act, Surrogate's court act, Justice court act, Municipal court code, Code of criminal procedure; and tabs. of fees, expenses and franchise taxes; 7th ed., rev. and enl., with notes and forms. 38+543 p. O '21 N. Y., Baker, Voorhis & Co. buck. $5

Boraas, Julius
Teaching to think. 11+289 p. (4¼ p. bibl.) tabs., il. D c. N. Y., Macmillan $1.60
Partial contents: The greatest thing in teaching; The development of individual judgment; The development of initiative in thinking; Mental alertness as a measure of efficiency in thinking.

Bouvier, E. L.
The psychic life of insects; tr. by L. O. Howard. 16+377 p. diagrs. D c. N. Y., The Century Co. $2
A study in the behavior of insects.

Box, George Herbert, and Gore, Charles, bp. of Oxford
Divorce in the New Testament; a reply to Dr. Charles. 61 p. D '21 N. Y., Macmillan 75 c.

Brown, Charles Reynolds
Lincoln the greatest man of the Nineteenth century. 77 p. D c. N. Y., Macmillan $1
A study of Lincoln and of the difficulties that confronted him during his administration, together with stories of his tact in handling some situations of the war days.

Browne, Edith A.
Rubber; containing 24 pages of il. from photographs; 2nd edition. 8+88 p. D (Peeps at industries) '20 N. Y., Macmillan $1.50

Bruno, G., pseud. [Mme Alfred Fouillée]
Le tour de la France par deux enfants; abridged and ed. with notes, exercises, French questions and vocabulary by E. A. Whitenack. 8+228 p. front., pls. S [c. '22] Bost., Allyn & Bacon 80 c.

Buchanan, Estelle Denis Fogel [Mrs. Robert Earle Buchanan], and Buchanan, Robert Earle
Bacteriology for students in general and household science; rev. edition. 17+560 p. il., fold. chart, diagrs. D c. '21 N. Y., Macmillan $2.60
First published under title: "Household bacteriology" in 1913.

Burns, Cecil Delisle
Whitehall. 78 p. O (The world of today ser., v. 14) '21 N. Y., Oxford University Press $1

Caine, William
Mendoza and a little lady. 342 p. D c. N. Y., Putnam $1.75
A humorous story of the studios.

Carr, Cecil Thomas
Delegated legislation; three lectures; [delivered at Cambridge in April, 1921.] 72 p. D '21 N. Y., Macmillan $2.50

Carrington, Philip
Christian apologetics of the second century in their relation to modern thought; [the Hulsean prize essay, 1917.] 154 p. D '21 N. Y., Macmillan $3

Church, Arthur L.
The training of a secretary. 193 p. front., pls., pors. D (Lippincott's training ser.) c Phil., Lippincott $1.75
Partial contents: The secretary in literature; Taking the minutes; Filing room and library; The social secretary; Famous secretaries and their careers.

Clarke, John Mason
Life of James Hall of Albany, geologist and palaeontologist; 1811-1898. 565 p. pls. O '21 Albany, N. Y., S. C. Bishop, 2 High St. $3.70

Cleanthes
The hymn of Cleanthes; Greek text tr. into English; with brief introd. and notes by E. H. Blakeney. 16 p. S (Texts for students, no. 26) '21 N. Y., Macmillan pap. 20 c.

Cobb, Walter F.
Graded outlines in hygiene. 214 p. O c. Yonkers, N. Y., World Bk. Co. $1.50

Cronau, Rudolf
The discovery of America and the landfall of Columbus. The last resting place of Columbus; two monographs, based on personal investigations; with reproductions of maps, inscriptions and autographs, and of original drawings by the author. 89 p. il., maps, facsms. O c. '21 N. Y., [Author], 340 East 198th St. $5.00 [300 copies]

Cross, George
Creative Christianity; a study of the genius of the Christian faith. 164 p. D '22 N. Y., Macmillan $1.50

Dalliba, Gerda
Poems; with an introd. by Edwin Markham. 13+119 p. D '21 N. Y., Duffield $2

Davidson, William Leslie
Recent theistic discussion; the twentieth series of Croall lectures. 11+240 p. D '21 N. Y., Scribner $2.25
Partial contents: The concepts "religion" and "theism"; Reflective common sense—"Inevitable beliefs"; Arthur James Balfour; Natural theology and the schools of thought.

Desmond, Shaw
Labour; the giant with the feet of clay. 12+251 p. O '22 N. Y., Scribner $3.50
Partial contents: The man on the soap-box; Leaders and led; The brain of labour; Socialist unity; Press and propaganda; Labour and war; Labour at the cross-roads; Problems facing the rising democracy.

Brooks, Neil Conway
The sepulchre of Christ in art and liturgy; with special reference to the liturgic drama. 110 p. O (Studies in language and literature, v. 7, no. 2) [c. '22] Urbana, Ill., University of Illinois pap. $1.50

Burchard, Ernest Francis, and Davis, Hubert W.
Iron ore, pig iron and steel in 1920; Mineral resources of the United States, 1920—pt. 1, pub. Jan. 23, 1922 various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Clark, Glenn W.
Self-cultivation in extemporaneous speaking. 26 p. D '21 St. Paul, Minn., Minnesota Alpha Chapter, Pi Kappa Delta, Macalester College 25 c.

Cushman, Robert Asa
North American ichneumon-flies of the genera clistopyga and schizopyga. 14 p. O (No. 2399; from the Proceedings of the U. S. Museum, v. 60, art. 4) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Doughton, Isaac

Preparing for the world's work; a textbook in prevocational civics. 19+223 p. (2¼ p. bibl.) il., pls. D [c. '22] N. Y., Scribner $1

For teachers and social workers in community centers.

Doyle, Francis X.

The home world; friendly councels for home-keeping hearts. 192 p. O '22 N. Y., Benziger Bros. pap. 25 c.; $1.25

Edgar, Henry Copp

A minimum course in rhetoric. 12+450 p. facsms., forms D c. N. Y., Century $1.50

A textbook for use in upper high school grades, covering everything that might be required in a high school rhetoric course. The author is instructor of English at the Hill School, Pottstown, Pa.

Eliason, Eldridge Lyon

Practical bandaging, including adhesive and plaster-of-Paris dressings; 2nd ed., revised; with 163 original drawings and photographs. 14+126 p. D (Lippincott's nursing manuals) [c. '14-'21] Phil., Lippincott $1.75

Emerson, Charles Phillips

Clinical diagnosis; a text-book of clinical chemistry for medical students, laboratory workers, and practitioners of medicine; 5th ed., entirely rewritten and reset. 30+726 p. il. (part col.), col. pls., diagrs. O [c. '21] Phil., Lippincott $7.50

Eusebius Pamphili, bp. of Caesarea

The proof of the Gospel, being the Demonstratio evangelica of Eusebius of Caesarea; [ed.] by W. J. Ferrar; 2 v. various paging D (Translations of Christian literature; ser. 1, Greek texts) '20 N. Y., Macmillan $10

Evans, Joan

English jewellery; from the Fifth century A.D. to 1800. 168 p. il., pls. F c. N. Y., Dutton bds. $20

Fawcett, Harold W., and Hooper, Geoffrey W. W., eds.

The fighting in Jutland; abridged ed.; the personal experiences of forty-five officers and men of the British fleet; with forty-five photographs and numerous plans and illustrations; il. by a naval officer. 15+231 p. il., pls., map, diagrs. (part fold.) O '21 N. Y., Macmillan $8

Federal Trade Information Service

Federal taxes for 1921, the Revenue law of 1921, public no. 98 [H. R. 8245] elucidation of the law, indexed. 5+127 p. O c. '21 N. Y., Federal Trade Information Service, 175 5th Ave. pap. 75 c.

Fetter, Frank Albert

Modern economic problems; 2nd ed., revised. 611 p. maps tabs. diagrs. O (Economics, v. 2) '22 c. '16-'22 N. Y., The Century Co. $2.75

Finck, Henry Theophilus

Gardening with brains; fifty years' experiences of a horticultural epicure. 12+270 p. front. (pors.) O c. N. Y., Harper $2.50

A guide for lovers of choice flowers and juicy vegetables.

Fink, Leo Gregory

Father Stommel, the church builder; [prologue by Peter Masson.] 186 p. front. (por.), pls., pors., map D [c. '21] Phil., Peter Reilly, 133 N. 13th St. $2

A biography of Faher Stommel, together with the story of his work in and around Philadelphia where he established many churches of the Roman Catholic faith.

Paul, hero and saint. 239 p. il. map D [c. '21] N. Y., The Paulist Press, 120 W. 60th St. $2

Flagg, Mildred Buchanan

Community English; a book of undertakings for boys and girls. 16+266 p. (5½ p. bibl.) front. (por.) facsms. D c. '21 N. Y., Macmillan $1

Partial contents: Letter-writing; Business letters and telegrams; The making of booklets; The use of reference books; Memory training; Games and contests; Telephone conversations; Verse-making; The study of a literary masterpiece.

Foakes-Jackson, Frederick John

An introduction to the history of Christianity, A. D. 590-1314. 9+390 p. O '21 N. Y., Macmillan $4

Forbes, Anita P., ed.

Modern verse; British and American. 297 p. O c. '21 N. Y., Holt $1.24

A text-book with the poems divided into sections: The sea; The city; The country; War; Children and home; Friendship and love; Thought and fancy.

Dickens, Charles

Dickens' A Christmas carol; abridged by Mabel Mason Carlton. 16 p. O [c. '21] Bost., John Hancock Mutual Life Insurance Co.

Dietz, Frederick C

English government finance, 1485-1558. 245 p. O (Studies in the social sciences, v. 9, no. 3) '22 Urbana, Ill., University of Illinois pap. $2.25

Emmel, Victor E.

The BNA.; arranged as an outline of regional and systematic anatomy. 227 p. il pls. O (Syllabus series) c. '21 Berkeley, Cal., University of California $3.75

Erdman, Frederick

The control of the circulation by physiological methods . 12+280 p. (2 p. bibl.) il. pls. diagrs. O '21 Germantown, Pa., F. Erdman priv. pr.

Eye Sight Conservation Council of America

Eye conservation in industry; part of the study of Waste in industry conducted under the auspices of the Federated American engineering societies. 29 p. O (Eye-sight conservation bull. 1) [c. '22] N. Y., Eye Sight Conservation Council of America, Times Bldg. pap. 25 c.

Fleming, Mrs. Vivian Minor

Historic periods of Fredericksburg, [Va.]; from 1608-1861. 35 p. O '21 Fredericksburg, Va., [Author], 503 Hanover St. pap. 50 c.

Follansbee, Robert

Some characteristics of run-off in the Rocky Mountain region; contributions to the hydrology; pub. Jan. 21, 1922. various paging charts tabs. O (Dept. of the Interior; U. S. Geol. Survey; Water-supply paper 500-C) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Foster, Robert Frederick

Foster's skat manual; [3rd ed.] 15+194 p. il. D [c. '06-'22] N. Y., Dutton $2

Freeman, John

The red path and The wounded bird; [two poems]. 30 p. O '21 Cambridge, Mass., Dunster House, 26 Holyoke St. bds. $2.50

Fucito, Salvatore, and Beyer, Barnet J.

Caruso and the art of singing; including Caruso's vocal exercises and his practical advice to students and teachers of singing. 219 p. front. (por.) pls. pors. music il. O [c. '22] N. Y., Stokes $3

A description of Caruso's study methods, including every exercise he actually used. The authors were the singer's coach and accompanist.

Gabriel, Ralph Henry

The evolution of Long Island; a story of land and sea. 194 p. (2 p. bibl.) front. (fold. map) O (Yale historical pub., Miscellany, 9) '21 New Haven, Conn., Yale University Press $2.50

Greenwood, Sir Granville George

Ben Jonson and Shakespeare. 60 p. D ['21] Hartford, Conn., Edwin Valentine Mitchell, 27 Lewis St. bds. $1

Harrison, Francis Burton

The corner-stone of Philippine independence; a narrative of seven years; il. with photographs. 8+343 p. front. (por.) pls. pors. O c. N. Y., The Century Co. $3

Partial contents: The Filipino race; Earlier years of American occupation; The American garrison in the Philippines; Incidents of war times; Filipino loyalty during war time; The new Filipino government; New ventures in commerce and finance; The independence of the Philippines; The Japanese "menace"; Effect of the American policy in the Philippines upon the European masers of Asia. The author was formerly Governor-General of the Philippines.

Harrison, William Henry, jr.

Colored girls' and boys' inspiring United States history, and a heart to heart talk about white folks. 254 p. front. (por.) D [c. '21] Bethlehem, Pa., [Author], 820 Wyandotte St. pap. $1.50

Stories of American negroes who have made places for themselves in the arts, sciences, sports and letters.

Haslehurst, Richard Stafford Tyndale

Some account of the penitential discipline of the early church in the first four centuries. 9+162 p. O '21 N. Y., Macmillan $2

Hay-Cooper, L.

Josephine Butler and her work for social purity. 160 p. front. il. D '22 N. Y., Macmillan $2

Henshaw, Nevil Gratiot

The inheritance of Jean Trouvé. 391 p. D [c. '22] Indianapolis, Ind., Bobbs-Merrill $2

The story of a boy, who, upon the death of his father, is sent to his grandfather who turns him adrift in a strange land, moneyless and friendless, without reckoning on the inheritance of blood that runs in the boy's veins. Character, courage and the love of the soil make the theme of this novel.

Hervey, Harry

Caravans by night; a romance of India. 400 p. D c. N. Y., The Century Co. $1.90

A love-adventure-mystery story.

Heywood, William

A history of Pisa, eleventh and twelfth centuries; with a map and sixteen pictures. 2+292 p. (6 p. bibl.) pls. fold. map O '21 N. Y., Macmillan $8

Hill, Charles E.

Leading American treaties. 399 p. O c. N. Y., Macmillan $3

Partial contents: The treaties with France, 1778; The Louisiana Purchase, 1803; The Convention of 1818 with Great Britain; The Webster-Ashburton treaty, 1842;; The Alaska Purchase, 1867; The treaty of Paris with Spain, 1898; The Panama Canal treaties. Index.

Hill, Grace Livingson. *See* **Lutz, Grace**

Hingley, R. H.

Psycho-analysis. 7+190 p. D '22 N. Y., Dodd, Mead $2.25

An untechnical exposition of psycho-analysis for the general reader, giving particular attention to the theories of Freud and Jung.

Hodges, Horace, and Percyval, T. Wigney

Grumpy; a play in four acts. 5+90 p. plan pls. D (French's standard library edition) [c. '21] N. Y., S. French pap. 75 c.

Holler, Helmuth P.

Higher principles of international law on the basis of universal theomonism. 19 p. O (Progressive studies no. 7) c. '21 Wash., D. C., Oriental University Bk. Concern, 1702 Oregon Ave., N. W. pap. 50 c.

Lotze's microcosmic real-idealism completed by the macrocosmic ideo-realism of theomonism. 19 p. O (Progressive studies no. 5) c. '21 Wash., D. C., Oriental Univ. Bk. Concern pap. 50 c.

The solution of the sexual question by theomonism. 19 p. O (Progressive studies no. 4) c. '21 Wash., D. C., Oriental Univ. Bk. Concern pap 50 c.

Getman, Anson

Principles and sources of title to real property, as between the state and the individual, and the relative rights of individuals; how the individual or state acquires title and how the individual secures compensation; tax titles, rules, regulations, procedure forms [New York state]. 26+877 p. O '21 Albany, N. Y., M. Bender & Co., inc., 109 State St. $12

Giesecke, Frederick Ernest, and Mitchell, A.

Descriptive geometry; 3rd edition. 139 p. diagrs. il. D '21 c. '16-'21 Austin, Tex., F. E. Giesecke pap. $1

Gilmore, Charles Whitney

A new sauropod dinosaur from the Ojo Alamo formation of New Mexico; with two plates. 9 p. pls. O (Pub. 2663; Smithsonian miscellaneous collections, v. 72; no. 14) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Hermannsson, Halldór

Bibliography of the Eddas. 5+95 p. O (Islandica, v. 13) '20 Ithaca, N. Y., Cornell University Library $1

Holmes, Harry Nicholls
Laboratory manual of general chemistry. various paging il. tabs. O c. '21 N. Y., Macmillan $1.60

Huff, Bessie M.
A laboratory manual for journalism in high school. 6+98 p. (1 p. bibl.) diagrs. D [c. '21] Muskogee, Okla., [Author], 627 So. 23rd St. pap. 50 c.
Partial contents: Newspapers in general; Organization of the staff; The reporter; Local news; News writing; Press associations and telegraph and state editors; Advertising; Headlines; Makeup; Mechanical process; Administration of school publications.

Hungerford, Edward
The romance of a great store; il. by Vernon Howe Bailey. 12+281 p. front. il. O c. N. Y., McBride $2.50
The story of R. H. Macy & Company, of their growth and present methods of merchandising, together with a study of the human side of the organization.

Hutchinson, Hubbard
Chanting wheels; a novel 6+293 p. D c. N. Y., Putnam $1.75

Innes, William Thornton
Goldfish varieties and tropical aquarium fishes; a complete guide to aquaria and related subjects. 274 p. (2 p. bibl.) il. pls. (part col.) O [c. '21] Phil., Innes & Sons, 129 N 12th St. $4

Jamieson, Robert, and others
A commentary, critical and explanatory, on the whole Bible, with introd. to Old Testament literature, a pronouncing dictionary of Scripture proper names, tabs. of weights and measures, and an index to the entire Bible; [2 v. in 1.] O '21 N. Y., Doran $7.50
Reprint of the 1878 edition without the illustrations, the "New geographical and historical index" by Thomas Starling, and the "Concordance to the Holy Scriptures of the Old and New Testaments" by John Brown.

Jenkins, Burris Atkins
The Bracegirdle; with front. in col. by H. Weston Taylor. 311 p. D c. Phil., Lippincott $2
A tale of London in the days of William of Orange.

Jones, Maurice
The four Gospels; their literary history and their special characteristics. 6+122 p. (1 p. bibl.) D '21 N. Y., Macmillan $2

Jonson, Ben
Every man in his humor; ed. with introd., notes, and glossary, by Henry Holland Carter; [texts of the quarto ed. of 1601 and the folio ed. of 1616 on opposite pages; with reproductions of the title-pages of both editions] 105+448 p. (6 p. bibl.) O (Yale studies in English, 52) '21 New Haven, Conn., Yale University Press $4

Keynes, John Maynard
A treatise on probability. 11+466 p. (29 p. bibl.) O '21 N. Y., Macmillan $6
Partial contents: The meaning of probability; The principle of indifference; The weight of arguments; The theory of groups, with special reference to logical consistence, inference, and logical priority; The foundations of statistical inference.

Koopman, Sietse Bernard, and Kester, Roy Bernard
Fundamentals of accounting; principles and practice of bookkeeping 496 p. O c. '21 N. Y., Ronald Press $1.75

Korff, Sergiei Aleksandrovich, Baron
Russia's foreign relations during the last half century. 227 p. O [c. '22] N. Y., Macmillan $2.25

Kouns, Nathan Chapman
Arius the Libyan; a romance of the primitive church 398 p. D [c. '14-'22] N. Y., Appleton $2
Formerly published in 1914 by John Howell, San Francisco.

Lentilhon, Eugène
Forty years beagling in the United States. 297 p. D [c. '21] N. Y., Dutton $4

Lewis, Thomas
The mechanism and graphic registration of the heart beat. 20+452 p. (bibl. and author index, 52 p.) il. col. pls. diagrs. O '21 N. Y., P. B. Hoeber $16

Lewkowitsch, Julius Isidor
Chemical technology and analysis of oils, fats and waxes; ed. by George H. Warburton; 6th ed., entirely rewritten and enlarged. various paging il. tabs. (part fold.) diagrs. O '21 N. Y., Macmillan $12

Lowndes, Mrs. Marie Adelaide Belloc [Mrs. Frederic Sawrey-Lowndes]
What Timmy did. 288 p. D '21 N. Y., Doran $1.75

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]
The girl from Montana. 220 p. front. D [c. '07-'22] Phil., Lippincott $1.50
Formerly published in 1908 by The United Society of Christian Endeavor, Boston.

Jackson, Eugene Beauharnais
The romance of historic Alexandria [Va.]; a guide to the old city; prepared under the auspices of the Civic improvement league of the Alexandria Chamber of commerce. 51 p. il. pors. D '21 Atlanta, Ga., A. B. Caldwell Pub. Co., 127 Central Bldg. 50 c.

Knopf, Adolph
The Candelaria silver district, Nevada; Contributions to economic geology, 1922, pt. 1; pub. Jan. 20, 1922. 22 p. charts O (Dept. of the Interior; U. S. Geol. Survey; bull. 735-A) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Knopf, Adolph, and Johnson, Bertrand L.
Tin in 1919; Mineral resources of the United States, 1919—pt. 1; pub. Jan. 26, 1922. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Linton, Edwin
A contribution to the anatomy of dinobothrium, a genus of selachian tape-worms; with descriptions of two new species. 9 p. pls. O (No. 2401; from the Proceedings of the U. S. Nat. Museum, v. 60, art. 6) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Lisanti, Gaetano F.
Beatrice nell'allegoria estetica della Divina commedia. 29 p. por. O [c. '21] N. Y., Bagnasco Press. 226 Lafayette St. 50 c.

Loucks, Henry Langford
How to restore and maintain our government bonds at par. 78 p. D c. '21 Watertown, S. D., [Author] pap. 50 c.

McCabe, Joseph [formerly Very Rev. Father Anthony]
The evolution of civilization. 7+138 p. D c. N. Y., Putnam $1.50
"The story of civilization from the brute man to our own stage of culture."

McCutcheon, George Barr
Yollop; front. by Edward C. Caswell. 112 p. D c. N. Y., Dodd, Mead $1
The story of the capture of a burglar by a man in his apartment, and the humorous results of confidences exchanged.

McGovern, William Montgomery
An introduction to Mahayana Buddhism; with special reference to Chinese and Japanese phases. 4+233 p. O '22 N. Y., Dutton $3
"This work is designed to supply the average cultured reader with a brief and simple guide to Buddhism."

Mackie, Alexander
The gift of tongues; a study in pathological aspects of Christianity. 17+275 p. D [c. '21] N. Y., Doran $2

Meehan, Thomas F., ed.
History of the Seventy-eighth [the Lightning] division in the world war, 1917-18-19. 243 p. il. pors. maps facsms. O '21 N. Y., Dodd, Mead $3

Methodist Episcopal Church
Las doctrinas y la disciplina de la Inglesia Methodista Episcopal, 1920; con apéndice: edicón Española. 662 p. S [c. '22] N. Y. & Cin., The Methodist Bk. Concern 50 c.

Milne, Alan Alexander
The acting edition of Mr. Pim passes by; a comedy in three acts. 67 p. pl. plan O (French's acting edition, no. 1342) [c. '21] N. Y., S. French pap. 75 c.
The stepmother; a play in one act. 20 p. D (French's acting edition, no. 2604) c. '21 N. Y., S. French $1.25

Mode, Peter George
Source book and bibliographical guide for American church history. 770 p. O '21 Menasha, Wis., G. Banta Pub. Co. $4.50

Morse, Katherine
A gate of cedar [verse]. 14+161 p. D [c. '22] N. Y., Macmillan bds. $1.25

Moxcey, Mary Eliza, and Ward, Daisy Kendall
Parents and their children; an introductory manual for parents' classes. 139 p. S [c. '22] N. Y. and Cin., The Methodist Bk. Concern 75 c.
Partial contents: The home as an environment; Home government and discipline; Mealtime and manners; Play and recreation; The home and the neighborhood; The home and the Sunday-school.

Nutting, William Washburn
The track of the Typhoon; with il. from photographs. 18+270 p. front. pls. diagrs. map D '22 c. '21 N. Y., Motor Boat Pub Co., 239 W. 39th St. $2
The story of the building and sailing of a 45-footer, which sailed over 7000 miles crossing the Atlantic in 15 days, returning thru bad storms via Spain and the Azores. The author is managing editor of *Motor Boat*.

O'Shea, Michael Vincent, and Kellogg, John Harvey
Building health habits. 10+280 p. front. il. (part col.) D (The everyday health ser., bk. 1) [c. '15-'21] N. Y., Macmillan 88 c.
Formerly published in 1915 under title "Health Habits."

Osler, Sir William
The evolution of modern medicine; a series of lectures delivered at Yale university on the Silliman foundation, in April, 1913. 14+243 p. il. pors. maps. facsms. O (Silliman memorial lectures) '21 New Haven, Conn., Yale University Press $6

Patterson, Adelaide
How to speak; exercises in voice culture and articulation, with illustrative poems. 8+158 p. il. music diagrs. D [c. '22] Bost., Little, Brown $1

Phillips, William J.
Carols; their origin, music, and connection with mystery-plays; with a foreword by Sir Frederick Bridge. 134 p. il. music O [n. d.] N. Y., Dutton bds. $3

Post, Chandler Rathfon
A history of European and American sculpture from the early Christian period to the present day; 2 v. various paging (18 p. bibl.) pls. O '21 Cambridge, Mass., Harvard University Press $15

Rein, Mark
The mischief of a police chief; a fragment of darkest Russia in the last quarter of the past century. 7+141 p. D [c. '21] N. Y., The Pine Press, 123 East 18th St. $1

MacBride, Thomas H.
The North America slime-moulds; a descriptive list of all species of myxomycetes hitherto reported from the continent of North America; with notes on some extra-limital species; new rev. edition. 17+347 p. (bibl.) front. O '22 N. Y., Macmillan $3

Marvin Sylvester Stephen, and Rumsey, Mary Elizabeth Marvin, comps.
A portion of the war record of the Marvin family, 1775-1921. 3+36 p. front. O '21 Bost., T. R. Marvin & Son, 152 Purchase St. priv. pr. [150 copies]

Morrison, Montford
A precision X-ray apparatus. no paging diagrs. pls. O c. '21 N. Y., International X-Ray Corporation, 326 B'way pap.

Naylor, Henry Darnley
Horace odes and epodes; a study in word-order. 30+274 p. O '22 N. Y., Macmillan $6.25

Newman, Bernard J., and others
Lead poisoning in the pottery trades; prepared by direction of the surgeon general; [with a list of "Related publications," 2 p.] 223 p. (1 p. bibl.) tabs. diagrs. pls. O (Treasury department; U. S. Public health service; Public health bull., no. 116) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. 35 c.

Piper, Charles Vancouver
The identification of berberis aquifolium and berberis repens. various paging pls. O (Smithsonian Inst., U. S. National Museum; Contributions from the U. S. Nat. Herbarium, v. 20, pt. 11) '22 Wash., D. C., Gov. Pr Off., Supt. of Doc. pap.

Rice, Joseph C.
Rice's rules of order; a digest of rules and principles; a dictionary of words and phrases with table answering at a glance nearly 800 questions of parliamentary practice; useful in cases requiring prompt decision or instant action by those either favoring or opposing any question likely to arise; a thoro and practical treatise arranged for ready reference and for popular use. 233 p. front. (fold. tab.) S c. '21 Chic., Stanton & Van Vliet, 2537 S. State St. $1.25

Robertson, Frederick Leslie
The evolution of naval armament; with eight half-tone pls. and other illustrations. 6+307 p. front. pls. diagrs. il. O '21 N. Y., Dutton $7

Rogers, Clement Francis
Why men believe, the groundwork of apologetics; five lectures [delivered at Kings College, University of London, in the Lent term, 1921, and also in simpler form, as Christian evidence in Hyde park in 1919.] 6+103 p. S '21 N. Y., Macmillan pap. $1

[Schaw, Janet]
Journal of a lady of quality; being the narrative of a journey from Scotland to the West Indies, North Carolina and Portugal, in the years 1774 to 1776; ed. by Evangeline Walker Andrews, in collaboration with Charles McLean Andrews; [published from the income of the Frederick John Kingsbury memorial fund in conjunction with the North Carolina society of the colonial dames of America.] 4+341 p. maps plans facsms. O '21 New Haven, Conn., Yale University Press $3.50; $4

Schlesinger, Frederick Schenck
Solitary hours [verse]. 100 p. D c. N. Y., J. T. White bds. $1

Seymour, James W. D., ed.
Memorial volume of the American field service; introd. by A. Piatt Andrew; 1914-17. 261 p. il. pls. O '21 Bost., American Field Service, 50 State St. $3

Smith, Arthur Douglas Howden [Allan Grant, pseud.]
The doom trail. 8+312 p. maps (endpapers) D [c. '22] N. Y., Brentano's $1.90
A tale of adventure in the days when New York was a small town, and most of America a wilderness.

Southworth, Gertrude Van Duyn [Mrs. Edward Franklin Southworth]
Builders of our country: bk. 1. 14+276 p. front. pls. pors. maps D [c. '06-'22] N. Y., Appleton 88 c.

Stephenson, Charles Henry
Some microchemical tests for alkaloids including chemical tests of the alkaloids used [by] C. E. Parker. 2+110 p. pls. fold. tabs. O [c. '21] Phil., Lippincott $4

Stokes, Henry Paine
A short history of the Jews in England. 6+122 p. front. il. pls. D (Jewish studies) '21 N. Y., Macmillan $2

Studdert-Kennedy, Geoffrey Anketell [Woodbine Willie, pseud.]
The sorrows of God and other poems. 10+190 p. D '21 N. Y., Doran $2
"Most of the poems appeared originally in the volumes of Rough Rhymes, written during the war and after the peace."

Tarbell, Ida Minerva
He knew Lincoln and other Billy Brown stories; [new ed., containing Father Abraham, In Lincoln's chair, and He knew Lincoln.] 19+179 p. il. D '22 c. '07-'22 N. Y., Macmillan $1.50

Teaching (The) of commercial subjects. 7+128 p. S (The new educator's library) '21 N. Y., Pitman 75 c.
Chapters on book-keeping, accountancy, shorthand, geography, history, arithmetic, banking, insurance, indexing and commercial French, German, Spanish and Italian.

Thompson, Lillian Bennett, and Hubbard, George
Without compromise. 298 p. D c. N. Y., The Century Co. $1.75
A novel which centers around the social phenomenon of lynching.

Valentine, Benjamin Batchelder
Ole marster; and other verses; [foreword by Mary Newton Stanard.] 117 p. D c. '21 Richmond, Va., The Valentine Museum, 1015 Clay St. $1
"Issued by the Valentine Museum with the object of securing for all time, in print, a truthful description of the long ago."

Van Rensselaer, Stephen
Check list of early American bottles and flasks. 109 p. il. D '21 N. Y., [Author], 873 Madison Ave. $3 [1000 copies]

Vedder, Henry Clay
The fundamentals of Christianity; a study of the teaching of Jesus and Paul. 23+250 p. D c. N. Y., Macmillan $2
The author is professor of church history, Crozer Theological Seminary.

Weaver, Sir Lawrence
Lutyen's houses and gardens. 203 p. front. (por.) pls. plans O '21 N. Y., Scribner bds. $3.75
A study of the work by the great English architect, Sir Edwin Lutyens, designer of the Cenotaph in London.

Williams, Charles David, bp.
The prophetic ministry for today; [Lyman Beecher lectures.] 7+183 p. D c. '21 N. Y., Macmillan $1.50

Woll, Fritz Wilhelm
Productive feeding of farm animals; 3rd rev. edition. 14+385 p. col. front. il. charts tabs. diagrs. O (Lippincott's farm manuals) [c. '21] Phil., Lippincott $2.50

Yanich, Voyeslav, and Hankey, Cyril Patrick, eds. and trs.
Lives of the Serbian saints; [tr. from a martyrology issued in the middle of the last century, for the use of the church thruout Serbia.] 20+108 p. front. pl. pors. D (Translations of Christian literature, ser. 7) '21 N. Y., Macmillan $2.25

Young, George, jr., and Baxter, Hubert Eugene
Descriptive geometry. 13+310 p. diagrs. D (Engineering science ser.) c. '21 N. Y., Macmillan $3.25

Rare Books, Autographs and Prints

A COLLECTED edition of the works of Hamlin Garland is under way.

The demand for the first editions of O. Henry must have greatly diminished, for eight volumes of his first editions sold the other day at auction for only $17.50, and this too with a room full of collectors and booksellers.

Walter M. Hill of Chicago has recently published a thin volume of sonnets by an anonymous author printed by John Henry Nash of San Francisco making a real typographic gem.

A collection of O. Henry letters bearing the title "Letters to Lithopolis," written to Mabel Wagnalls, will be brought out this spring by Doubleday, Page & Co., in their series of de luxe, numbered volumes.

The current catalog of C. F. Libbie & Co., of Boston is devoted entirely to Massachusetts history, including state, county, town and local history, biography, centennial orations, vital records, numbering nearly 1000 items.

The Vailima edition of Stevenson's "Works" has been oversubscribed in both England and America, the subscriptions coming mainly from individual customers, and all this too before the publication of the fourth of the twenty-six volumes.

A collection of important consignments from over sea comprising rare French and English classics; unusual tracts on Ireland; books on Mary Stuarts Cromwell and the Commonwealth period; handsome bindings by English masters, together with the remainder of the library of Daniel F. Appleton of this city, will be sold at the Anderson Galleries March 6, 7 and 8.

There were several new high record prices in the Riverside Press Special Editions sold at the Coutant sale, among them Boccaccio's "Life of Dante" which brought $29. The demand for books designed by Bruce Rogers is steadily growing and since it is based upon such intelligent appreciation of good printing it is pretty sure to continue in coming years.

The greatest of all of the Dickens collections in value, the association first editions, letters and manuscripts brought together by Harry B. Smith of this city, bought several years ago by the Rosenbach Company of Philadelphia, has recently been sold to William B. Elkins, of Elkins Park, Penn. Dr. Rosenbach originally asked $135,000 for it and it is not likely he was persuaded to part with it for less.

Thomas F. Madigan has resumed the publication of his *Autograph Bulletin*, the new series beginning with the January number, and he offers to mail it to all active autograph collectors without charge; to others who wish to receive it for its biographical and historical data it will be sent regularly for one dollar a year. This number contains four unpublished letters of Abraham Lincoln and one of Washington, the latter reproduced in facsimile, and long extracts from many valuable literary and historical letters of famous men and women.

The ancestral home of Myles Standish, at Standish Hall, in the parish of Standish, near Wigan, Lancashire, the house having been occupied by the Standish family since before the Norman Conquest, is to be brought to America and sold. The very rooms in which the Pilgrim leader was born and lived are to be brought intact. Before the end of the year it is possible that the four rooms of the Standish home may be fitted into the house of some wealthy American whose family history in this country goes back to Mayflower days.

The educational influence of the display of art collections, the observance of centenaries of famous men, women and historical events, in our larger public and university libraries has been reflected in the demand for books to satisfy the interest aroused. Frequently bibliographies have been compiled and published in connection with such exhibitions making the resources of the libraries easily and fully available. The success of these exhibitions foreshadows a greatly increased educational value of the public library system. Probably in the near future there will be a loan system between libraries devised that will greatly increase the usefulness of exhibition material and encourage its collection. For instance, the Roosevelt collection that everyday is attracting large numbers to the exhibition room of the New York Public Library could no doubt be effectively and successfully exhibited in a half dozen large cities.

The half century between 1825 and 1875 has frequently been called the golden age of the old book business. The decade beginning with the Hoe sale, in 1911, however, far surpasses any other period of its length. The gathering of rarities in such great collections as those

of J. Carter Brown, James Lenox, Henry E. Huntington and scores of others, which have or will become a part of the great public and university libraries of the New World will make it impossible some day to continue book collecting along old lines such as made the collections of the Robert Hoe, Henry Huth and Christie Miller famous. The ingenuity of booksellers and the highly organized auction houses, supported by an increasing army of collectors, will require new worlds to conquer and they will not be easy to find.

The creation of a great reference library to supplement the art collection left to this city by Henry C. Frick is under way at the Frick home, Fifth Avenue and Seventieth Street. The plan includes the collection, arrangement and indexing of photographic reproductions of all the paintings and drawings of the last eight centuries of western civilization. The task is almost inconceivably great. An art biographical reference work planned in Germany before the war listed more than 100,000 artists, and of many artists work there is almost no end. The greatest of all, Michelangelo, left nearly 1,000 paintings and sketches. The Library of Congress, whose collection makes no pretence at completeness in any direction, contains 330,000 prints. America at present has nothing which at all fills the need of the great collection planned and it will doubtless be a great help to all who are interested academically, in professions or business with which art is linked. As the New York *Herald* points out "the historian, the novelist, the playwright, the decorator, the theatrical producer, the costumer, the furniture maker—all will have at their command, when the work is given to the public, the most complete collection of its kind ever assembled."

The sale of the library of the late Dr. R. V. Coutant of Tarrytown at Anderson Galleries February 20, 21, 22 and 23 will encourage many who have a love for good books and buy them, not according to collectors' standards, but for their own satisfaction. Dr. Coutant bought the books that he personally prefered, collecting them slowly over a long period. The 1,658 lots brought $18,877.45, probably considerably more than they cost him. The most valuable item of all was Washington's copy of the sixth volume of Goldsmith's "Animated Nature," London, 1789, with Washington's autograph on the title and his bookplate on the inside of the front cover, which brought $875. The first edition of the "Court Martial Proceedings" respecting Major Andre with autograph letters and documents of the entire board of officers which tried him, realized $825. The great bulk of the library consisting of choice books of moderate value generally brought good prices, collectors and dealers competing freely for them. The market for rare and desirable books seems to be growing more and more dependable every year. There are few new high records without good reason at the same time few items are now "passed" and really desirable books on the average bring about all they are worth, frequently more than a bookseller can afford to pay for them. F. M. H.

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

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William Abbatt, Tarrytown, N. Y.

Diary of J. Q. Adams, 12 vols.

Aldus Book Co., 89 Lexington Ave., New York City

Conrad, Children of the Sea, Dodd, Mead, 1897.
Conrad, The Inheritors, McClure, Phillips, 1901.
Conrad, The Point of Honor, McClure, 1908.
Kipling, With the Night Mail, Doubleday, 1909.
Kipling, The Brushwood Boy, New York, 1899.
Stevenson, Will of the Mill, Cozy Corner Series.
Stevenson, The Body Snatcher.
Dreiser, Sister Carrie, 1900.
Herman Melville, All Firsts.
Edgar Saltus, All Firsts.
H. L. Mencken, All Firsts.
Bret Harte, All Firsts.
Aliande, A Romance of the South Seas, pub. Commonwealth Co.
Brodie Pacterson, Health Life Series, 3 vols.
Archko volume, Robinson, Man Against the Sky.
A Trip to the Azores, Boston, (?) 1878 or 1879.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Roger's Reasons, by Urquhart.
First Chapter of Genesis as the Rock Foundation of Science and Scripture.
Romans in the Speakers Commentary, Gifford.
The Wonder World, the complete set of twelve volumes.

American Baptist Publication Society, 514 N. Grand Ave., St. Louis, Mo.

Scientific Method of Bible Study, by Lamb.
The Second Coming of Christ, Silvers.
He That is Spiritual, Chafer.
The Life of Trust, Mueller.
The Moody-Harding Debate.

American Photographic Publishing Co., 428 Newbury St., Boston 17, Mass.

Melville, Israel Potter, first.
Hookham, Life and Times of Margaret of Anjou.
W. G. Simms, The Book of My Lady, 1853.
W. G. Simms, Collected Poems, Redfield edition.
Hare, Life of Louis XI.
Haggard, Louis XI and Charles The Bold.
Memoires de Louis de Diesbach.
O. W. Holmes, The Stereoscope.
Books and pamphlets on the Daguerreotype.
Original Daguerreotypes.
Piazzi Smyth, Teneriffe.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

A Thousand Years Ago, Percy MacKaye.
Vital Lies, Vernon Lee.
Skies Italian, Ruth Shepard Phelps.
Travels in England, LeGallienne.
The Gray World, Evelyn Underhill.
Wings of Danger.
Enchanting Mysteries of Kathleen Carter, Pierre Le-Clerck.
County of the Blind, H. G. Wells.
Mort d'Arthur, Mallory-Beardsley, illustrations, 1 vol. edition, 2 copies.
Golden Road, Allen, Wessels.
Malayan Monochromes, Clifford, Doubleday.
Avowals, Geo. Moore.

Wm. Ballantyne & Sons, 1409 F Street Northwest, Washington, D. C.

Turtles, Snakes Frogs and Other Reptiles, Bradlee Whidden & Co.
Bowen, Viper of Milan.
Clifford, Malayan Monochromes.
Carryll, Grimm Tales Made Gay.
Stead, Hymns That Have Helped.

Barker's Art Store, 405 East Adams, Spriingfield, Ill.

Masters, Spoon River Anthology, early or first edts.
Herndon, Life of Lincoln, 3 volumes.
Any item relating to Abraham Lincoln.

H. C. Barnhart, 35 West Market St., York, Pa. (Cash)

Cutton's Psychological Phenomena of Christianity.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

T. K. and His Great Work in America, S. A. West, Chicago, 1918.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
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Memoirs of a Cape Rifleman by Col. Whitehorn.
Twelve Years a Slave, London, 1853.
Settlers and Convicts, London, 1847.
Autobiography of a Working Man by Alexander Somerville, London, 1848.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England

Life of Payson.
Two Years Before the Mast, by Dana.
Stolen Treasure, H. Pile, Harper.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

Art of Worldly Wisdom, Balthasar Gracian.
The Great Red Dragon.
Reminiscences of Lady Cadogan.
The Eighth Sin, Morley.
Aphrodite, Pierre Louys.
Clown's Courage, Scarlet.
Arabian Nights, Dulac illustrations.
Little Black Kettlehead, Bannerman, 5 copies.
Coelebs In Search of a Wife, Moore, Hanna.

E. P. Boyer, Bourse Bldg., Philadelphia.

Clausewitz, Campaign of 1812 in Russia.
Fain, Manuscript of 1814.
Gourgaud, Campaign of 1815.
Wilson, Russian Army and Campaign in Poland.
Berthier, Campaign in Egypt.

Brentano's, Fifth Ave. and 27th St., New York

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MacGregor, Capt. John, Cruise of the Yawl "Rob Roy."
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Chattertown, E. Keble, Through Holland in Vivette.
Chattertown, E. Keble, Cruise of the Vivette.
Doughty, Col. M. M., Frieseland Mares.
Lynam, C. C., Log of the Blue Dragon.
Kemp, Dixon, Yacht and Boat Sailing.
Mutiny of the Bounty, cheap copy.
Droz, Gustave, Mamselle Geraud, My Wife, English trans.
Arnold, D. P., The American Egypt, D. P., 1909.
Casares, David, Notes on Yucatan's Water Supply.
Thompson, E. H., A Page of American History, Am. Antiquarian Soc., Worcester, Mass.
Slater, J. H., Early editions.
Carpenter, E. H., From Adams Peaks to Elephanta.
Carpenter, E. H., Chants of Life.
Barber, American Glassware.
Pater, Walter, Renaissance, large paper, Mac. ed.
Josiah, Quincy, Figures of the Past.
Godey, Lady's Book, vols. 18-19, 1839.
Selfridge, Romance of Commerce.
Hume, Courtship of Queen Elizabeth.
American Museum Journal, Reports on Numbers, Indexes for volumes 1 through vol. 20.
J. L. & E. D. Halsey, Halsey Genealogy, Morristown, 1895.
Valiensky, Catherine the II.
Hanson, Old Kent.
History of Coharie County or Border Warfare.
Lord or Sir Ed. Hamilton, The Outlaws of the Marshes.
Lowell, Guy, Italian Villas and Farmhouses, vol. 1.
Henslow, Ye Sun-Dial Booke.
Banks, Charles, History of Martha's Vineyard, pub. by Geo. Dean.
Mott, New York of Yesterday, Old Bloomingdale.
Why Priests Should Wed.
Mark Twain, Library of Wit and Humor.
Yoakum, History of Texas.
Voltaire, Works of.
Science Absolute of Space Independent of the Truth or Falsity of Euclid's Axiom, Bolyai, J.
Indian Basketry and How to Make Baskets, James, Geo. Wharton.
Practical Wood Carving, Rowe, Eleanor.
Ancient Hunters, Sollas.
Periplies of Harmo, trans. Longman.
Bowley, Measurement of Social Phenomena.

Brentano's—Continued

Laws of Wages, Moore, H. S.
The Bargain Theory of Wages, 1898, Davidson, J.
Capt. Stig and Central African Game and Its Sport.
The Diamond, Cattalle, W. R.
Pearl, Its Story, etc., Cattalle, W. R.
From Saranac to the Marquesas and Beyond, by the Elder Mrs. Stevenson.
Who's Who in the Theatre, Parker, J.
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Encyclopaedia of the New West, Marshall, Tex., 1881.
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R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones 6-8, $6.50; Foreign, $7.00
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VOL. CI. NEW YORK. MARCH 11, 1922 No. 10

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SPRING ANNOUNCEMENT NUMBER

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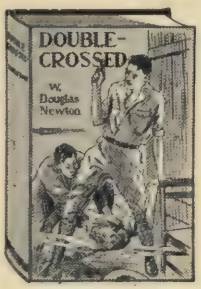

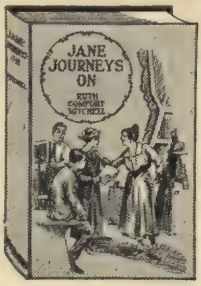

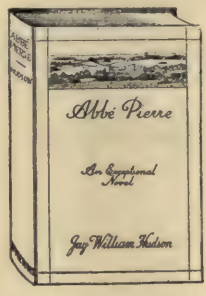

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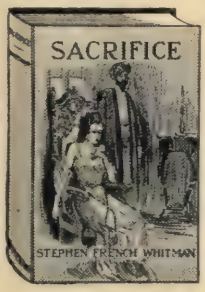

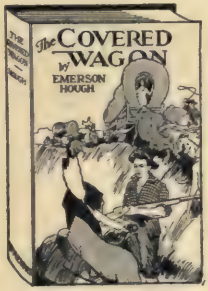

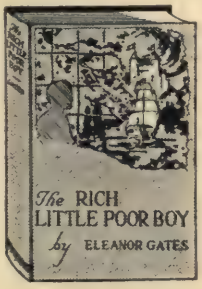

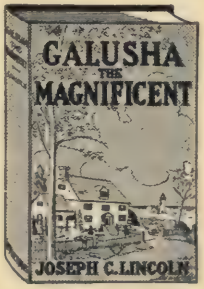

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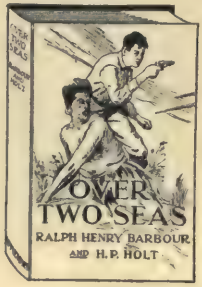

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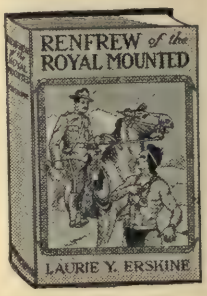

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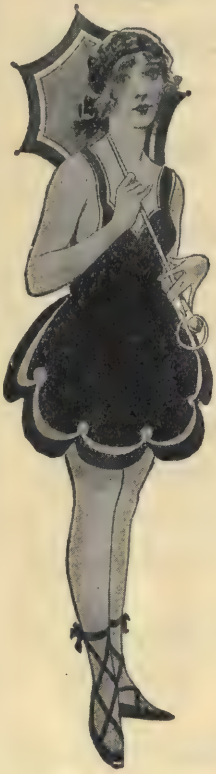

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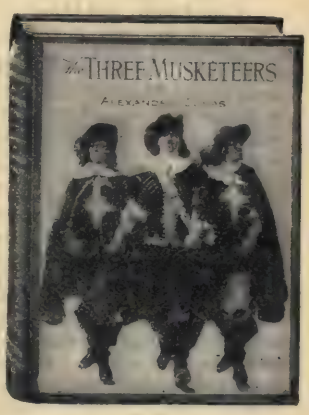

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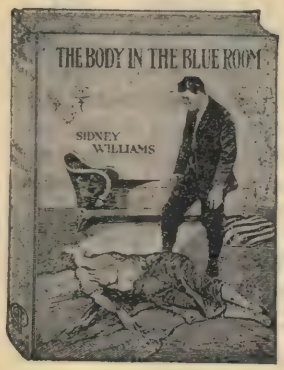

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March 8th, 1922

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[Letter continued on third page following]

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(Read Mr. Liveright's letter preceding and following these "Van Loon" Pages.)

that Gerald O'Donovan's wonderfully fine and thrilling novel, "Vocations" (publication date March 15) is, in my opinion, and in that of the London Times, the London Daily News, The Westminster Gazette, etc., etc., one of THE novels of recent years;--and that, by and large, our entire Spring list, from Ludwig Lewisohn's vibrant "Up Stream", Clare Sheridan's "My American Diary" and E. E. Cummings' "The Enormous Room" (which J. A. V. Weaver says is better than "Three Soldiers") to John Toohey's snappily amusing "Fresh Every Hour", Noel Coward's uproariously funny "Terribly Intimate Portraits", and "Revelation" which bids fair to be another "Ben Hur",--well, the entire list looks to me, as I sit at my desk after a two months' holiday, as the best we have ever offered to you.

Faithfully,

Horace B. Liveright

P.S. Good old Hendrik Van Loon tells me to ask you to be sure to look at the two preceding pages.

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Announcements of Important Religious Book Publishers for Religious Book Week, April 2-8

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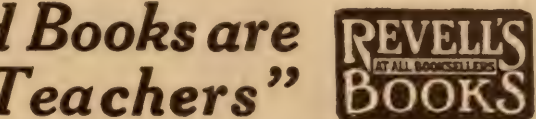

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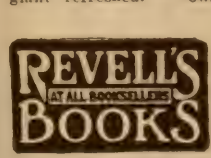

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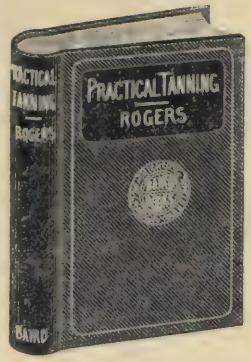

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THE

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AND PRINT COLLECTOR

An International Magazine

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

March 11, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

How the Tariff Stands

THE Republican members of the Senate Finance Committee in closed sessions are writing a new tariff to be presented to Congress. Democratic members are as much outside of the confidence of those writing the Bill as the public itself. The press news from Washington seems to indicate that the Bill is likely to be drawn with the duty levied on the American wholesale price rather than on the invoice price or American valuation. In the case of books, the American wholesale price would greatly increase the duty, as has been pointed out in detail to the Congressional leaders.

Booksellers, especially those in states having Republican members on the Senate Finance Committee would do well to use any means in their power to bring the situation to the attention of these senators, according to the outline printed in the PUBLISHERS' WEEKLY of February 18.

The Republican members of the Senate Finance Committee are:

Porter J. McCumber, North Dakota; Reed Smoot, Utah; Joseph S. Frelinghusen, New Jersey; Robert M. La Follette, Wisconsin; William P. Dillingham, Vermont; George P. McLean, Connecticut; Charles Curtis, Kansas; James E. Watson, Indiana; Willam M. Calder, New York; Howard Sutherland, West Virginia.

John Macrae, Vice President of E. P. Dutton & Company, was again in Washington before sailing for Europe, and Ward Bonsall, attorney-at-law, 605 Southern Building, Washington, has been closely following the book-trade's interest. Dr. M. L. Raney, representing the libraries and educational interests, was again in Washington the first of the month.

With the strong pressure on the Republican Congress to produce something in the way of a Tariff Bill, it may be that when this new revision is produced they will be able to get quick action from the two houses in spite of reported disagreements between House and Senate. If this is so, the book-trade has never faced a more crucial situation, with the rare book business being threatened with tremendous handicaps with the duty as levied, the foreign book business in an equally unfortunate situation and the new book business placed under handicaps just when international exchange in ideas is of all things important.

F. M. H.

Spring Book Production

THE list of spring books covering all publications from the first of January up to the summer months as far as can be foretold, consists this year of a little over two thousand volumes. This is practically the same number as contained in the announcements of 1921. Both these figures are slightly less than some of the totals of previous years and indicate that the publishing world is taking commendable care in the selection of new titles, so that while the market for books increases the number of titles for the bookseller to handle has not increased.

The spring season has greatly increased in importance in the last few years, as publishers have shown a very marked inclination to spread the business thru the year and have put onto spring lists titles of importance equal to the fall announcements. This policy has been justified by the results so far obtained.

Price Maintenance

WHILE the booksellers, as has been indicated by the letter published last week from C. E. Butler, are actively to discuss price maintenance and its importance at the Washington Convention, there are new aspects to the problem that are coming to the front and new and different ways in which the books are being offered below the announced price. Books are, of course, among the few items of merchandise that are always advertised with a price attached, so that variations from these announcements are very quickly noted by the public. It is this fact that makes them so frequently used by department stores as a means of suggesting to the public that they are in the habit of selling below other people. Today, Philadelphia as well as New York is suffering from a threat of that kind, as Snellenburg's department store is now featuring some of the leading fiction.

Philadelphia is also responsible for the new cutting in fiction thru the *Ladies' Home Journal,* tho the effect of this naturally goes thru the country. The last text page of the March number carries this heading, *"Let Us Make You A Present of These Books Cost Free To You."* Then follows a list of eight books: "The Girls" by Edna Ferber, "Her Father's Daughter" by Gene Stratton-Porter, "Alice Adams" by Booth Tarkington, "Main Street" by Sinclair Lewis, "The Brimming Cup" by Dorothy Canfield, "The Mysterious Rider" by Zane Grey, "The Obstacle Race" by Ethel M. Dell, "Dangerous Ages" by Rose Macaulay. Any of these will be sent postpaid for $1.50 in connection with a new subscription for the *Ladies' Home Journal.* The bookstore would have to sell them for about $2.10 postpaid without the magazine. The advertising texts reads:

"Just take your choice of any or all of these books—each among the most widely popular of the day. We have culled the whole field of current fiction to select the books you will want to read and own. They are all new—the original editions of the first publishers, not later cheaper reprints. Already they have been read by thousands upon thousands of people who have been glad to pay the full book-store price for them. There is only one reason for their immediate wide popularity—they are big, interesting, worthwhile books; the sort you will want to read and re-read; the sort you can feel proud to present to any relative or friend. And you may have any or all of them, absolutely *without charge,* if you will follow the simple instructions given below."

The booksellers, in commenting on this, point out that the reason they are "the most widely popular books of the day" is that they have been made so thru the bookstores. They argue that if the book's reputation is made thru the bookstore, no journal for the sake of increasing its circulation should buy them any cheaper than the bookstore buys them, which would prevent, they point out, any such offer as the above. They feel that those people "who have been glad to pay the full bookstore price" will next time wait a while before buying.

Within a few weeks, one of the prominent religious papers which had not previously specialized on books announced that it would give to any minister who was a subscriber a book service that would include a special discount. It was felt by those who saw the announcement that the editor did not realize how much the book-trade had at stake in avoiding a drawback to the old discount to ministers condition, and a letter explaining the situation, written by President Herr of the American Booksellers' Association, brought a very courteous acknowledgment from the editor, who agreed to give up his plan.

In an advertisement of *The Independent and Weekly Review* in the *Yale Review* of January, the following paragraph is found:

A Secret

"We can only whisper it in your ear in strict confidence: From the moment you become a subscriber, you are entitled to liberal discounts on *all* your purchases of books—books of *any* kind—so that in the course of a year you are quite likely to get back considerably *more* than the cost of your subscription. We'll tell you about it the moment you become a subscriber."

Foreign Exchange and Books

EVERY industry that has any international business has reason to be pleased with the rapid progress that has been made since the first of the year in leveling up the rates of foreign exchange, and this is particularly true with a business like the book-trade, whose relations are largely with countries where the gains have been substantial and well sustained.

Pounds sterling are now at about ten per cent discount on the dollar, which is a tremendous gain when compared with the condition one year or two years ago. This has the effect of making the books imported cost more on this side, but it paves the way for more interchange of selling, the only sound condition in the long run, and it makes possible the sale of more American books in England which was not largely possible under the depreciated exchange. The gain in Montreal exchange is also very marked, and, instead of a thirteen or fourteen per cent discount, as would have prevailed a year ago, the rates are now at about two per cent discount. Canada is a very large buyer from the American market because of its proximity to this source of book supply and because the type of book published here and the form in which it is published proves attractive in the retail stores of Canada. Under the depreciated exchange, it was difficult to maintain a parity of price on both sides of the border, and it gave the Canadian publishers and jobbers a decided preference for English editions when suitable. Many American publishers have carried credit in the Canadian banks, in order to make trading in that direction easy and are now repaid for their care by the gradual approach to par. The improvement in this Canadian rate has, of course, been partly accomplished by the gain in English exchange. Under normal conditions, Canada accumulates large credits in London for goods exported there, which she used in New York for goods purchased here, so that London becomes an intermediary in leveling the exchange.

Who Reads Business Books?

By Ethel Cleland

Librarian of Business Branch, Indianapolis Public Library

THE pert answer to the question "who reads business books?" is the obvious one, "business men." It is fatally easy, unfortunately, to label and even visualize groups, To how many must the term "business man" bring promptly to mind the cut of the prosperous looking, well-dressed individual who, before a background of efficient office or busy city glimpsed thru an effective window, is dictating to an attractive and equally well-dressed stenographer or handing undoubtedly important papers to an alert subordinate, again well-dressed, with which magazine covers and advertisements have made us familiar to the point of satiety. Yet everyone knows perfectly well that aside from some general basis of classification as "those engaged in the production, buying and selling of goods," business men are no more cut on a single pattern than any other large group of human beings and that they are distinguished individually from one another by decided differences in character, temperament, taste, aspirations and needs.

The question "what kind of business books are most in demand?" would be an easier one to meet. The answer is, without hesitation, *the practical book on the specific subject.* In the presence of an assemblage of business books, most business men are immediately and strongly attracted to the ones that deal with their own kinds of businesses or those closely allied to them.

Degrees of Popularity

Thus it can readily be seen that books on accounting, salesmanship, advertising, credit, business letters, office organization—the books, in fact, that treat of functions common to practically all forms of business—are the most popular in a library of business books, simply because they discuss the problems with which a majority of those in the business world are engaged. On the other hand, a book on the duties of an executive in a large organization would be most in demand by the comparatively small class of executives and those definitely in line or ambitious for the higher offices. It would probably be conservative to estimate that a good book on selling would be asked for twenty times when a book, telling how to organize a corporation—perhaps a better book intrinsically—would be asked for once, the explanation of course being that there are more men in the selling game than there are men who are organizing and financing new business.

But considering the readers, not the books, the librarian of the business branch of the public library of a mid-west city, after four years' experience with business books, can say without hesitation that the users of business literature divide up naturally, in her mind, into three large but rather ill-defined groups.

Advantage of Selection

A man was noticed at frequent irregular intervals wandering around the single room of this business branch library, examining thoughtfully the books on the open shelves here and there, taking occasional notes of them, but never borrowing a volume. A chance question on his part gave the one in charge the desired opportunity to ask if he did not want to borrow some of the books in which he seemed so interested. His reply was in the negative, but he went on to explain that he was only in the city as his business brought him there from time to time and that, having once stumbled by the merest chance on this specialized collection, he never failed to drop in whenever he had an hour to spend to look over the books. His home city was a large one with a public library proportionately large where he found it difficult to get into direct contact with books as he was able to do in this smaller collection. The notes he took were just memoranda of authors and titles of books he thought he would like to read and, armed with these, he could approach his own more formidable library and boldly ask for what he wanted.

There is a moral, of course, in this little story of which both booksellers and librarians are already cognizant—the desirability of making readily accessible in classified groups the books in stock.

But further, this man typifies a large and very interesting class of readers of business books. He is the man who *likes* to read, who wants to know, who has the habit of going to books, not merely for his own particular problems in business, but for more than that, for the broad background that knowledge of general business and of other people's business gives, and for real enjoyment, to him the pleasantest way of passing the leisure hour. He is as interested by a new book on direct advertising as he is in one that analyzes forms of investments altho he may be only indirectly interested in advertising and neither a bond salesman nor an investor. Discussions of plans

for better sales organization or up-to-date methods in factory personnel work are equally alive to him and no one but himself knows how much of what he reads goes immediately or ultimately into his own business. He stimulates librarians to order new books promptly and gives them valuable aid by his estimates of the books he reads, criticism which, while not always that of the expert or specialist, is criticism very much worth while, that of the intelligent reader. One readily suspects him of being a reader of other than business literature, that he likes the latest good novel or volume of essays, a book of travel or biography. He is, in fact, the man whose strong intellectual curiosity finds its satisfaction in the printed page and he offers no problem to the dispenser of books.

The Man Who Wants to Know

A step lower, at least in catholicity of taste, than this man who wants to know, but a reader to be taken just as seriously if not more seriously, is the man who can be roughly classed as the ambitious reader. He is drawn to books, not from love of reading—do we all realize what an acquired habit reading is after all and what a wonderful one?—but from an honest conviction that he needs what books can give him whether he is going to enjoy the process of absorption or not. Prompted often by a consciousness that he has missed what many obtain in the ordinary progress of education or perhaps in contact with others coming to a realization of his own limitations, he feels keenly the lack of an intellectual background, of a broad view of business, something beyond his own immediate job, which he has been told reading supplies. Sometimes he is following a prescribed course of business reading or is taking outside of work hours a course of study for which collateral reading is suggested. He is a much-to-be-admired reader of business books for he is struggling against handicaps, the strongest of which is that usually he is beginning rather late in life to read and is finding what should be a pleasure and a relaxation, a task and what should be easy, up hill work. But he gets much out of his reading if he is dogged enough to persist and he stands a fine chance of developing into the kind of a reader described above to whom books and reading are necessities of life like food and clothes.

This type of ambitious reader is often drawn at first, when he ventures beyond the books on just his own line of business, to those books which, unfortunately and for want of a better term, are called "inspirational books." Designed to encourage latent qualities of ambition, self-confidence and personal efficiency, these books form a strong group in themselves but they serve an added purpose in a business library as a sort of bright bait to lure on to more definite and substantial books those not in the habit of reading. Another popular entrance to the rich field of business literature is thru the gateway labelled "psychology." This word alone has achieved a remarkable power of fascination in many lines of modern literature but in none more so than that of business writing where its inclusion in a title insures that book from ever standing long idle upon the library shelf. And isn't it a really wonderful thing that books that treat of the science of the human mind as it is definitely applied to the dealings of the business world should be read with such avidity by men who are for the most part not accustomed to theorizing or analyzing but whose daily concern is with practical processes and actual results? Perhaps just there lies a lot of the fascination—that we all, even if not habitual readers or students, have formulated for ourselves our own little home-made system of the basis of human relations and are thrilled to meet in books, frank, open talk of the power of one human mind over another and illuminating explanations of our own mental processes.

A Direct Answer

The third class of borrowers of books from a business library, as they seem naturally to group themselves, is the most interesting and equally the most difficult group. It consists of those who come to books for a direct answer to a direct question. They are not users of books from habit nor do they cherish ambitions to become so, but, having acquired a new job or seeing an opening for one a little better than that they are holding, or having stumbled across something in their daily work that they don't understand, they turn to the library for help. A librarian trembles before their insistent demands, is depressed in spirit if she has to send them away unsatisfied, but rejoices greatly when she can place in their hands just what they came in for, confident they would find. Resentful when books fail to supply him with just the tool he wants, this type of reader often fails to revisit the library, but, once let a book gain his confidence by having there on the printed page his very problem—only stated more clearly than he can state it—and its solution, back he will come again and again, the best kind of a library "booster," bringing in his train his friends and office companions. He offers good material for graduation into the class of the ambitious type of reader to whom books represent a broad general object rather than just the specific answer to an occasional question. And he may even, as years and experience increase, find himself reading because he

loves to read as well as for what he gets out of reading in the way of practical help. For he, this man who runs with his little problems to books to get them solved, is more often than not a young man in the beginning of his business career, in what is called the more or less plastic stage, who may,—who knows?—become a broad minded understanding leader in business. Surely he stands a better chance of doing so, if he has had the good fortune to become familiar with good books on business than if he had remained a stranger to their wealth.

One more question—"Are men reading more business books than they did formerly"? Yes, in at least one city and in one library. This business branch library, some of the experiences of which have been here recorded, has just celebrated its fourth anniversary and comparing its first month's record to its last, there is a 651 per cent increase in the number of persons making use of the library for reading and reference and a 430 per cent increase in the books loaned out from its shelves. So it can give an emphatic affirmative.

Publishing Today

By Jonathan Cape

AUTHORSHIP has fallen on evil days so far as material rewards are concerned—at least that is the view which is expressed very generally whenever the immediate prospects of book-publishing are discussed. A few fortunate ones have big incomes, but for the rest there is scarcely the bones of a living to be had.

To get published, to get one's admission into the circle of those whose work is available between covers, may be difficult, but not as difficult as in Borrow's day, because there are more publishers, and while there remains a publisher still untried the spirit of hope is not entirely extinguished. Borrow, who only had a limited field to cover when he tried to place his book, found the publishers rude, unreceptive, and boorish; the only ones who gave him ear were averse to his MS. and wanted something entirely different from what he had to offer.

The literary agent, now an established institution, is usually willing to try and place anything which looks like a book. His close acquaintance with the personnel of publishing houses, and the quickly-changing circumstances of the book world, is at the service of both the tried and untried author. Curt refusals and conventional expressions of interest but regret, which alternately depress or encourage the author, cut no ice with him, he doggedly circulates the typescript until sheer wear and tear to the paper of it brings him to a halt.

The method is very useful, particularly to the obvious sort of mss. The piquant and the scandalous invariably find a home with some publisher. The sounder and less attractive do not so easily get careful consideration. But the intelligent agent knows his man and sends out less obvious typescripts to the patient and individual publisher whom he knows will look for gold in the rough and not expect it to be already minted and milled. There is very little likelihood to-day of genius going unpublished, or of decent respectable talent remaining unprinted, but there is every chance that it may be neglected, altho published. Publishing is no longer, if it ever was, a mere question of discovery of talent. To-day, a publisher's hardest work is selling his books. Production costs and overhead charges necessitate a larger sale for each book. Speculation on the part of the bookseller is almost non-existent, and the margin of profit, which a few years ago was his only if he plunged heavily, is now secured to him with little risk. Unsold stock the bookseller has still, but it is more often the result of waiting for purchasers, or too diffusive buying in small numbers on the chance of a book being called for, than receptivity to the publishers' fresh enterprises.

The daily press, which at one time reviewed books seriously and critically, has almost ceased to do so. Such notice as is given tends to give readers the cream of the book, and so save them the trouble of reading it. Advertisement rates have increased to such an extent as to be practically prohibitive. Books are not now *reviewed* by the newspapers; they are paragraphed or else *featured*, and only those which have a "news value" receive attention. The chatty and scandalous are thereby given undue prominence, while the more weighty and thoughtful are neglected altogether.

This is bad for the intellectual life of a country, and puts a premium on the superficial. Thought is discouraged, and in its place there comes gossip and chatter engendered by a continuous reel of pictorial impressions.

The literary pages are a feature still of some papers. The weeklies attempt to deal justly by the more important books as soon as possible after publication, but very little is being done to inculcate a real love of books and the desire to possess them. After all, it is due to the au-

* This article by one of the newer London publishers is reprinted from The Literary Year Book of 1922.

thor that his book should be bought, not merely talked about and read only when it can be borrowed. We owe it to the author, particularly if he is a friend of ours, to buy some of his books. Authors have not an unlimited supply of copies of their own books to give to their friends, and they not infrequently have bills to pay, and food and clothes to buy, like other people.

Why Men Are Publishers

The number of new books, and the variety of people who write, would appear to be evidence of a prosperous state of things in the fields of authorship and publishing. So, too, might be reckoned the number of young publishers who, like myself, have only a few months instead of many years to their account since they were founded. This prosperity is more apparent than real. Men and women are in authorship or publishing not because of the chance of securing rich reward, but because they cannot help themselves, they have it in their blood. They have been drawn to it, and it is absorbing all their thought and attention. Generally, however, this attention is devoted to producing books, and the question of selling them is considered to be the province of the bookseller. The author veteran, or tyro, is always on hand with mss., which the publisher is invited to read or consider. The publisher is always seeking for that book which will do him credit as well as put a lining in his pocket. The actual contact with the public is thru the bookseller, and it is he who has to meet and answer all the complaints, to give information gratis, and to bear the brunt of the public's dissatisfaction with shoddy production and inferior value. The number and variety of books published tend to make the bookseller what he is to-day—a book distributor, not a book seller. To the bookseller a "good" book is a book that sells, or rather a book that the public comes and asks for. Books go, or they don't go. Why the public ask for some and not for others is vaguely supposed to be connected with the book's quality. The truth is that everyone who likes books is a bookseller. The critic whose judgment is followed is a book seller. The publisher, who advertises cleverly, who "puts a book over" by studying all the conditions favorable for publication, and works up the public's interest in his authors and books, is the real bookseller. The individual bookseller, who is the friend of his customers, and studies their tastes and provides for it, and stimulates their interest in books, is a real bookseller, but conditions tend to make him rare.

A new spirit must come into the relations of the three branches. Author, publisher and bookseller must get together. The competition of other interests and distractions has to be met, and it can only be done by all three setting themselves to sell more books and working together for the common end. If authorship is to enjoy the fruits of its labor, a campaign to work up an interest in books must be put thru Too few books are sold. The indifferent general public must be worked upon, and books must be presented as desirable and important possessions to be bought at any time or season. Advertising and publicity will change the life and habit of a nation, and a new policy of concerted publicity would be justified by the eventual return.

The real awards of authorship are not material ones, but the wherewithal to live must be secured. Motor cars and other flesh pots are for the signal few who are lucky enough to be unusually successful. Popular success is its own reward, and those who obtain it usually find that most other things worth having have been crowded out by it. What authorship does need is a sense of security so that there is freedom to give out the ideas which call for expression. The author wants to render life as he sees it, and to have a reasonable chance of a critical hearing from the intellectual few, and a certain measure of attention from the majority of his fellows. Authorship wants to be rescued from the position of paid entertainer dependent upon chance pennies thrown into a hat. The manufacture of artificial situations based on falsity of sentiment because of a supposed demand for only such wares, is scarcely a dignified or important occupation.

What Publicity Can Do

The bookstalls are crowded with books, their dust-covers decorated with impossibly beauteous maidens, and with square-jawed men in furry trousers, spurs and sombreros.

The public does not seem anxious to buy, and as nothing else is available it passes by after a steady stare which begins with interest and ends in indifference.

As its taste is interpreted by the corporations who have a virtual monopoly, and who claim to know and only provide just what the public wants, these are the books and journals the public require. The public does not want them, so buys chocolates, goes to the cinema, or looks at a "snippets" journal.

Publicity can change the habits of a people. Suggestion will make people cheer or hiss at the will of those who control the medium. A concerted movement could be set in motion which would make books a real source of interest to the mass of the population, and the buying and possessing of them a common habit as natural as spending several shillings on a seat at the cinema or the music hall. Let authors, booksellers and publishers get together. The machinery is already in existence with the respective associations, Authors' Society, Publishers' Association, and the Booksellers Association A joint committee in permanent session work-

ing whole-heartedly together, could devise means to increase materially the sale of books.

The sale of books in this country does not compare favorably with other countries. America is ahead of us, not only in the number of books bought, but in the variety of books produced. There is better team work over there. They "get together." Intensive labor by authors, journalists, publishers, and booksellers has resulted in books having a place in the life of the people of the United States which will tell increasingly as time goes on.

It is for us to be up and doing. Books should be bought not borrowed. If sales could be increased prices would go down. Putting prices down will not increase sales materially. We want better produced books. Slipshod printing and shoddy production have been accepted as inevitable, as a legacy of the war. There is no longer any excuse for it. Careful printing, good paper, and tasteful binding should be insisted upon. They are still obtainable.

College Men's Reading

HAROLD Spender's lament in the *Fortnightly Review* that "Oxford's educational habits are still curiously tempered by a neglect of the habit of reading the printed word" has drawn forth the comment in the *Harvard Alumni Bulletin*.

"May not the same criticism be applied to Harvard? The undergraduates who read widely and well are few in number. A certain amount of reading is necessary in order to pass any course, yet this amount is often surprisingly small. The student who takes copious notes of an instructor's lectures may sometimes dispense with supplementary reading entirely.

"Evidence afforded in courses in English composition indicates that many undergraduates do not open books at all, other than those that constitute "required reading." Nearly all of them read the *Saturday Evening Post;* most of them read some newspaper. Comparatively few avail themselves to any notable degree of the facilities offered by the largest college library in the world. Comparatively few read books that furnish more than passing entertainment.

"The requirements of the general examination for those who concentrate in languages will remedy to some extent the deficiency. But for those who do not specialize in languages there is no compulsion and no incentive to read. Time given to books does not seem to many a youth likely to advance his purpose. The athletics, the clubs, the competitions supply for him the main values of a college education. His classics—we do not mean to be disparaging of them—are O. Henry, Kipling, and Stevenson.

"How shall the young man be made to read? It seems to us one of the important educational problems. We are disposed to echo Mr. Spender's words: 'Do not let us moderns cultivate too much intellectual pride; for however much we may have multiplied our studies, can we say that we study with the depth or earnestness of our ancestors '"

The Bookplate Annual for 1922

IN the "Bookplate Annual" for 1922, edited by Alfred Fowler, Gardner Teall writes on the chiaroscuro bookplates of Allen Lewis; and Alexander J. Finberg has written an interesting paper on the Sturge Moore bookplates illustrated by eight of the artist's best designs. Bookplate collectors will be interested in the Bookplate Exchange List which includes the names and addresses of more than sixty collectors of bookplates, with notes concerning their specialties and what they have to offer in exchange. A complete catalog of the Seventh Annual Exhibition of Contemporary Bookplates is presented, illustrated by the designs winning certificates of award. The awards of the jury are set forth in detail. The catalog forms a valuale record of practically every bookplate designed during the last year. The book is large quarto in size, printed on Old Stratford paper. The edition is strictly limited to five hundred copies.

The Authors' League Fund

THE Authors' League has had since 1917 a fund for the assistance of needy and incapacitated authors, artists and dramatists. Until very recently almost all the contributions have come from within the profession but this year has brought an unusual number of calls for help and it has become necessary to raise more money to enable the fund to continue its work. A series of lectures has been started for the benefit of the fund. The first of the series was given at the Hotel Plaza by Winston Churchill, the American novelist, on "The Nature of the Creative Mind." Joseph Pennell, the artist, will lecture later in the month.

Charles Scribner and Frederick A. Stokes are on the Authors' League Fund Committee.

Sucessful Slogans

IN the John Wanamaker, New York, Book Department, slogans adapting the ubiquitous "Buy A Book A Week" have been invented, reproduced and successfully displayed. Two of these read:

Interest Your Children in Reading
Buy Them a Book a Week.
Start a Library in Your Home
Buy a Book a Week.

Successful Bookshop Publicity

A Survey of One Effective Method of Retail Advertising

[EDITORIAL NOTE.—More than 25 years ago or to be exact, bearing date of September 1, 1896, the first issue of *Books of the Month* appeared under the title of *A List of New Books*. It became in later years *The Latest Books* and yet later adopted the title of *Books of the Month*. It appeared first as a single sheet broadside then as a pamphlet of the size and shape in which it appears today and which has proved to be most effective. In these 25 years there have been many editorial changes that have made the publication more efficient for its purpose and one change of ownership when in January, 1920, it came into the group of booktrade periodicals published by the R. R. Bowker Company.

The fundamental purpose of *Books of the Month* is today what it was 25 years ago "to make available to the retail bookstore the most efficient and effective form of publicity at the least possible cost" It was the first imprinted book bulletin to appear and thru the many years of its publication has been used by a growing group of retail booksellers in ever increasing quantities. Never for a day has it lost its leadership among imprinted book bulletins, either in number of dealers using it or in number of copies circulated. This month 309 dealers in 176 cities of the country are distributing in excess of 115,000 copies.

Manifestly, it is important that the trade generally should know just how this type of retail publicity is used; that booksellers everywhere should consider ways and means of applying this type of advertising to their own particular publicity problems. In order to make available to everyone the present practical methods used by dealers in the distributing of book bulletin lists of which this medium is the type, the following article is presented.]

BOOKS OF THE MONTH
The Bookbuyers' Guide
62 West 45th Street New York

The questions listed below are suggestive ones and wherever you can amplify story or give additional information, it will be appreciated and will help us gather real helpful facts which we will be glad to pass back to you.

How do you distribute BOOKS OF THE MONTH?

(a) As enclosure?

(b) Separately by mail?

(c) Store distribution?

Where did you get mailing list? What was source of your addresses?

How do you get new names?

How do you eliminate names?

Is your list classified? How?

Do you keep record of sales? How?

Do you send marked copies?

Do you send special letters?

Do you enclose return order forms?

Your own?

Publishers' ads?

Are booklets handled from a central desk or is some special individual in charge of this distribution?

Do you enclose other literature with booklets?

What, in your opinion, is the relative importance as to retail advertising method?

Newspaper ads?

Distribution of Lists (Direct-by-mail)?

What suggestions for practical advertising-by-mail methods can you offer?

QUESTIONNAIRE RECENTLY SUBMITTED TO BOOKSELLERS BY *Books of the Month*.

THE questionnaire as reproduced in miniature on the preceding page was recently submitted to booksellers in every section of the United States. They represent the large store and the small, the bookshop and the book department. These dealers spend in the aggregate in excess of $21,000 annually to secure simply the imprinted copies of this one booklist. In addition they must make an outlay for special envelopes, for postage and allow for mailing time and individual attention, so that the total amount of money spent in this single form of advertising is at once a guaranty of its seriousness and a surety of its effectiveness, since it has been so long maintained.

About 73 dealers reported in all or in part as to details of this questionnaire, and a summary of their answers is here recorded:

Methods of Distribution

Three methods of distribution are employed (often in the same store), but it is worth noting that the largest number of dealers (54) distribute their lists separately. Separate mailing requires a special mailing list and is the safest and surest method of getting book information to every person who is buying or who may buy from the bookshop. Often the best book buyers are missed by any other method. The next most used method of distribution (51 dealers report), is inside the store, where copies are so placed as to be picked up by customers, and clerks are urged to hand out copies or include them in packages. A smaller, tho considerable number (38) distribute this envelope-fitting booklist as an enclosure with letters, bills and statements sent out to charge accounts. This method makes use of regular postage as a carrier without extra cost and makes postage expense an asset. It is the least expensive method, tho good customers or prospects may be overlooked for an extended period—and cash customers, entirely.

Source of Mailing List

Since the predominant method of distribution is to a separate mailing list, it is important to note sources of lists. That named by practically all reports answering this question is the most natural one—*customers*. Forty-five dealers indicate that they started their lists from this source. "Get the names of your customers" has been an important slogan in sales methods and it is here indicated as the chief method by which successful bookstores secure and build up mailing lists. Other sources of mailing lists indicate especially the local telephone books (9 dealers indicate this) city directories (5 dealers), local club lists, church memberships and other special lists, as well as names secured by careful scrutiny of society and news columns of local papers.

Sources of New Names

These drop quite naturally into the same groups as sources of original mailing lists. Reports show that the same methods are employed for securing new names as for original lists. New customers and new accounts are the chief sources of new names for mailing lists. Names are also secured by solicitation of local lists of clubs, societies and individuals. Many dealers send special cards of inquiry to prospects asking if they wish to have catalogs of books sent them. Those specifying that they do are added to the list.

Eliminating Names

It is quite apparent that the chief reason for the elimination of names should be lack of response on the part of persons addressed and this is the basis on which lists are trimmed, but the length of time allowed the customer or prospect to secure advertising literature before responding to it varies from as much as three years to as short a time as thirty days. Thirty-four dealers report that they "work" their mailing lists by their ledger accounts.

Other methods of "pruning" and controlling the list are:

1. The elimination of such names as the Post Office returns with indication of change of address, removal or with other reasons for non-delivery.
2. Many dealers make special solicitation of their whole list from time to time and usually supply advertising literature to those who request that this book information service be continued.
3. Local newspaper notices such as removal from locality or death, are watched and the list is made to conform with facts.

Is the List Classified?

Most of the dealers do not classify the lists, but nineteen reports indicate that lists are classified. These fall generally into the classification of types of literature (fiction, biography, history, etc.) Names are filed as they are interested in specific types. Other methods of classification are alphabetical by post offices by types of individuals, (heads of families, children, teachers, etc.) and by regular or occasional buyers. Thirty-five dealers report that they do not classify their lists.

Record of Sales

So many dealers indicate that the basis of elimination of names gravitates about the question of responses, that it is surprising to note that so few (20) keep special sales records

of returns from direct advertising. Forty-one say they do not keep special sales records. Those who do keep sales records generally say that they are kept on special cards, or on the mailing list cards so that every sale that can be traced to advertising-by-mail is credited exactly. Others keep a special sales book or special sales slips, segregated, for all mail orders secured by direct advertising. It should be noted that it is impossible to check up and record all sales due to this advertising for many sales are made in such manner as to make record of source of sale out of the question. Enough direct returns are indicated, however, to justify great faith in the advertising method.

Marked Copies

Very few dealers indicate that they go to the trouble of marking copies of the booklist, tho a number (15) do so and are enthusiastic about this approach toward personal appeal. Many of those reporting that they do not mark copies express the belief that it would be profitable.

Special Letters

The majority of the dealers (35) indicate that they do send special letters, either with the booklet or separately, to their customers and prospects, tho the division of those sending letters and those who do not is not very marked. The use of the special letter deserves extended consideration on the part of booksellers.

Return Order Forms

A very great majority of the dealers use the return order form (46 use them, 13 do not). Order-forms are easily procurable and may be secured without expense. Those most used (40 dealers) are postcards with dealer imprint supplied by publishers. Many dealers (28 indicated) prefer their own or use forms specially prepared for them. Return order forms make it easier for the customer to buy. Everything that can be done to overcome customers' inertia must be done.

Method of Handling

There is no special method of handling indicated from the returns, for the reports indicate many methods. In some cases, special individuals have charge of mailing lists. In other cases, a central desk looks after distribution, usually the wrapping counter. In store distribution, circulation is effected by sales people in all departments of the store.

Other Literature With Booklets

Many of the dealers believe that it detracts from the effectiveness of the booklet itself and its sales appeal to enclose other literature with it. A great majority of the dealers, however, do enclose other literature sometimes their own special lists, sometimes especially attractive material about certain good selling books or those they particularly wish to emphasize. With the booklet also often goes a special or general letter from the bookseller.

Most Important Retail Selling Method

The poll of retailers asked for judgment as to relative importance in bookstore publicity, of newspaper advertising and direct-by-mail advertising indicates by great odds that direct-by-mail advertising is the more effective. Twenty-four vote in favor of the distribution of the lists seven vote in favor of newspaper advertising and six declare that the value is equal. Some of the voters indicate that the two methods go hand in hand or that newspaper advertising is especially effective in keeping the store name before the community or in making special announcements. For direct order getting, the distribution of the list is the more effective.

Direct by Mail Advertising

This request was made to dealers in order to bring out either successful ideas now in use or to secure theoretically useful plans which dealers might adopt in going after increased book sales. Many dealers have indicated their use of and their faith in the personal letter and personal solicitation by letter. These letters are often about a special book or books, or they relate to the special interest of the individual. In either case, good selling requires knowledge of the book and the prospect. Postcards may well take the place of letters for variety and attention, and some dealers stress their value especially if well prepared.

Another suggestion for increased efficiency in direct-advertising is the use of a special trade sign or insignia which is pasted on packages and inside cover of books on envelopes or on other available space so that attention may be gained without defacing customers' purchases. The value of regularity in advertising by mail and of promptness in supplying book information is suggested. Good service *after* advertising is stressed. Special advertising "stunts" that gain the attention, such as announcements of store lectures with free tickets to them, as well as many other attractive and diverting pieces of printing arouse interest and secure a hearing.

The sending of complimentary copies of books to special public figures such as ministers who will review and talk or write about them locally, is indicated as a means of important direct advertising. One dealer mails publishers' announcements to individuals with pencil notes on the margin and reports considerable returns.

Successful Advertising—A Summary

Booksellers will note that a successful economical method of advertising has here been indicated. Any dealer may start and build up a mailing list by simply making an alphabetical list of customers whose names may be secured in his own bookkeeping department. He may add to that list by checking up local directories and lists of various kinds. He may trim and correct the list by watching sales and by occasional solicitation among all the prospects—adhering especially to those who wish to be supplied with book information. He may, if he wishes, classify his lists so that individual interests may be better known, and may be appealed to. If he wishes to check up returns directly, he may credit sales right on the list card itself or keep a special record book of sales made by special order. He may find it profitable to appeal to the special interests of book readers by sending marked copies or other special literature from time to time or regularly. He may overcome the inertia of prospects by enclosing return order form with booklets. He will find that advertising in local papers gets his store publicity, is valuable for special announcements, and gets new names for his mailing list. This method of advertising by the distribution of timely, informative lists of books sent regularly and promptly to customers and prospects affords a comparatively easy, effective, economical method of advertising that has been adopted by successful booksellers generally.

Last Word of Oxford Dictionary

THE very last word has been typed for the Oxford Dictionary which has been upwards of 40 years in the making. That word is "zyxt," a fourteenth century Kentish dialect equivalent of the modern "thou seest."

The dictionary carries a mountainous record, far further than existing standard books, which end on, say "xyxomma" or "zythum" (an ancient beverage), but gaps remain to be filled. The Oxford University Press expects that the concluding volume of the dictionary, the tenth, will be published about 1923. After all, that will not be the final word, for a supplement is inevitable.

In addition to the organized collection of words unregistered in existing dictionaries, for which a committee was appointed by the Philological Society, big lists have come from many sources, far and near. The totals have varied from 1000 to 10,000. Not only have there been researches relative to obscure words, dating from dim centuries, but newcomers have to be reckoned with, the imported colloquialism, or the fragment of slang which may have been definitely absorbed into our language only the other day.

From the "Literary Year Book" of 1922.

Books at the Travel Show

THE Travel Show to be held at the Grand Central Palace, New York, has set aside an exhibit space, 29 feet by 22 feet in the center of the main floor of the Palace as a Travel Book Headquarters. The space will have a 22 foot frontage on each of two main aisles, and will have a living room table, rug, reading lamp, several easy chairs and a row of books enclosed by bookends.

Along both walls of this cozy living room or library will be placed tables approximately five feet wide and three feet deep to be allotted to the various publishers. The wall space above each table—to a height of ten feet—will be available for the publishers' posters or cutouts, etc. A small uniform sign will be furnished each exhibitor.

This section will be organized by Edward Frank Allen, formerly Editor of *Travel*. He will deal impartially in the arrangements attending the display, publicity and sale of books at the booth. Books may be consigned to Mr. Allen, at the usual trade discounts for sale during the show if exhibitors desire. The Travel Show management assumes responsibility for the settlement of accounts of books sold at the booth. Mr. Allen will be assisted by competent book clerks during the week.

Exhibitors will have the privilege of putting their own men in charge of their own particular exhibit, but it will not be necessary for them to do so. Only exhibitors' books will be sold at the booth.

The Travel Book Headquarters will be made the center for interesting events, all of which will be featured in the daily newspaper publicity of The Travel Show: visits to the Headquarters, upon various set occasions, of the authors of travel books and reception to authors of travel books and travel lectures; Public balloting on the best ten travel books ever written to be called The Wanderlust Shelf. This contest has already received much publicity.

The balloting for the best 10 travel books will be on printed lists of 25 titles determined in advance by nominations now being sent to the *Travel Book Contest, Grand Central Palace, New York*. Booksellers, librarians, and general readers are being urged to send in their suggestions promptly. Ten titles may be sent in by each voter. According to the number of times a title is mentioned is determined whether it is placed on the ballot used at the exposition.

English Book-Trade News

From our London Correspondent

THE 110th Anniversary of the birth of Charles Dickens was celebrated by an enthusiastic gathering at dinner recently, at which G. K. Chesterton occupied the chair. Those present represented most of the arts and professions, and included not a few English and American authors and publishers. G. K. C. was brilliant: epigrammatic, witty, mirthful. He said "the genius of England and the genius of Dickens are very nearly akin." London, he said, lacked a statue of Dickens, and statues of his characters should be put up. He seemed thoroly to enjoy his own enjoyment.

An English book-trade journal recently invited opinions from authors, publishers and booksellers as to the justification or otherwise for existing book prices. Charges of profiteering are freely brought, and some there are who blame high published prices for the troubles of the time. Messrs. Constable said in answering the query:

"As with so many of the catch words brought into fashion by the war years, the phrase profiteering is one upon which we put very different interpretations.

"In our opinion the period of high book prices, which began about the middle of the war and which will not lightly be ended, has left fairly constant the profits of the trade as a whole but has considerably affected their distribution. It is not in a spirit of complaining that we say that the publisher's margin of profit has suffered more severely than that of printer, author or bookseller. Maybe in the old days the publisher was disproportionately rewarded; if so, the injustice has been righted and with a vengeance. If one analyzes the cost of a seven and sixpenny novel to-day, dividing the published price into net cost of paper, cost of printing, cost of binding, author's royalty, bookseller's discount and publisher's profit, the last of these items will also be found the least. We have few illusions as to the perfection of those days of cheap manufacturing costs. We are not of those who think that wages should revert to pre-war level. We would point out to those who talk of pre-war prices of books, that there are elements in book manufacture the costs of which are beyond the control of the book trade. Unless these elements (and the wages of labor are now the most important) are to be forced back to their former figure, retail book prices must and should show proportionate increase. For our part we hope such relapse will never take place; both in the interests of the lower paid members of the book-trade and for the more proper recognition of the dignity and importance of books themselves.

R. B. Marston, who has directed the fortunes of our contemporary, the *Publishers' Circular*, for so many years, supports the excellent suggestion that the proposal recently printed in the *Times Literary Supplement* should be adopted and put in train. Here is a portion of Mr. Marston's letter: "The ideal thing would be a permanent collective exhibition such as the German publishers have in their great Book House at Leipzig. Expense is the difficulty—we are not likely to get State aid as in Germany. How much importance is attached to these exhibitions on the Continent, especially in Germany, is shown by the following:—In addition to the permanent Book House at Leipzig there is the famous Leipzig Annual Book Fair. Soon after the war the German publishers established a society for the extension of the German book abroad, which held a most successful book exhibition at Frankfort last year; the same society has organized the exhibition of German books now being held at The Hague. In Paris there has just closed a most successful exhibition of books for Christmas and New Year. The French publishers have also arranged for an exhibition of French books at Stockholm from March 17 to 27; the French are making great efforts to extend the market for their books abroad, and have established a permanent Maison du Livre, or book house, on the German lines. In Austria the second spring Fair will be held from March 19 to 25 at Vienna, with special exhibits of books, school furniture, &c.; there will also be a fair at Prague from March 12 to 19. In the United States great efforts to increase the sale of books are being made by the publishers."

War books in France are just as unwanted as they are in England and America. It is only occasionally in England that a novel like the "Way of Revelation" gets a hearing, and then it is thru sheer merit. This first novel by Mr. Wilfrid Evart has already, in three months, run into 10,000. Yet there is always room for the real, earnest, genuine war book—the work that has something to tell us, which comes out of the heart blood, so to speak, of the author. That is why "Way of Revelation" has succeeded where so many others have failed. There is another instance—a French novel, and a poignant one, too, "Wooden Crosses" by Roland Dorgeles. It has run into 130,000 in France. Dorgeles has written another very vivid and powerful novel—not about the war—entitled "Saint Magliore."

Buying Books

IN his booklet "On Buying and Using Print; Practical Suggestions from a Librarian to the Business Man," John Cotton Dana comments on the buying of books—"Returning to the bad habit of buying books unwisely," he says, "in which so many business men indulge. It shows itself chiefly, as yet, in homes. Here you will find—if you find books at all—shiny bookcases with glass doors tightly shut, full of useless truck, often bought from agents at exorbitant prices. The book-man sees these, perhaps is asked to admire them, and weeps to think that a shrewd man, successful in his particular game of life, can be so dull as to spend his money on books in contented ignorance and to take pride in his purchases!

"After a tirade like that a little advice is due, and here it is:

1. Buy the books you need.

2. Find out what you need from an expert.

Books contain information. Every man needs information. If he thinks he does not, that's a sure sign he does. Tell an expert on the subject of 'what there is on print,' or permit him to learn what your business is; then he will name to you books that will give you information which you have not, and tell you how you can get it out of them.

3. Buy books of a book dealer, the best you can find. You need not go to his store yourself; send him a letter. If you have a large order and are not sure you know a reliable dealer, ask the librarian of your public library to name one. If your public library is quite small, or if, whether small or large, it is run by its trustees and not by its librarian, then write to your state library commission at your state capital. Nearly every state has such a commission, and its business is to advise all applicants for information on books, book-buying and book-using. These commissioners employ skilled people to give this advice."

Illinois Booksellers' Convention

THE officers of the Illinois Booksellers' and Stationers' Association met in Decatur, Ill., February 19 to make plans for the Annual Convention to be held May 2 and 3. The local dealers in Decatur will spare no effort to make this the best of all annual conventions. A most helpful program is being arranged. Ample time will be allowed for discussion, and there will be good speakers. Publishers and manufacturers desiring further information should communicate with C. W. Follett, the President of the Association, or the Secretary, Fred Greenwood, at 112 S. Wabash Ave., Chicago, Ill.

New Home of J. K. Gill Company

GROUND will be broken immediately for a new eight-story fire-proof building for the J. K. Gill Co. of Portland, Oregon. The entire structure will be utilized by the firm's retail, wholesale and printing departments. The building ground and equipment will cost approximately $600,000. The site has a frontage of 100

ARCHITECT'S DRAWING OF THE NEW HOME OF J. K. GILL CO.

feet on Fifth St. and 100 feet on Stark St. The first three floors and about one-fourth of the basement space will be used for retail sales purposes, the fourth floor for business offices, the next three stories for wholesale department and the top floor for the printing and manufacturing plant. The first story is 22 feet high and a balcony covers 40 by 100 feet of its floor space.

A Grand Rapids Bookshop

EVERY year in The Travelers' Number the PUBLISHERS' WEEKLY prints a list of the towns where bookshops are needed, based on a ballot on that question made by the travelers. Every year there is some come-back from the cities mentioned. Last week a very pleasant letter came from Grand Rapids, Mich. which began: "You will, no doubt, be interested to know that on March 4, Grand Rapids will lead the way as one of the delinquent towns in opening a first class book shop." The Shaw Bookshop is the new Grand Rapids Bookstore, at the corner of Monroe Ave. and Commerce St. which will supply the community with good literature. Mr. Shaw, the proprietor, is an enterprising young man who has been a magazine distributor for a number of years.

Current Clippings

POPE PIUS recently said in an interview with Cardinal O'Connell of Boston:

"You know I have been a librarian all my life. The happiest years I have spent were in company with books."

A MOST attractive trade announcement that has been published is that of D. Appleton & Company's spring books, which has linked up their dealer advertising very carefully with the Year Round Book Campaign. The pamphlet is full of suggestions to the bookseller as to how to make more spring business. Two pages are given up to a March almanac, one of March birthdays of Appleton authors and the other giving a bookish line or two to every day of the month, some of which read as follows:

March Almanac

1. Ash Wednesday, *Lent Begins.*
2. Flag Day in Texas.
   Read Altsheler's "The Texan Star," "The Texan Scouts" and "The Texan Triumph."
4. National Business Show now in progress in San Francisco. *For new business books, see page* 12.
7. "A child born this day will travel," says Raphael the Soothsayer. *Some good travel books will be found on page* 10.
9. The grackles, red wings and song sparrows are back again. *Chapman's "The Travels of Birds" is a fascinating story of bird migration.*
10. Queen Alexandra married to Edward VII, 1863. *A charming account of the wedding may be found in Trowbridge's new biography, "Queen Alexandra."*
12. Mercury, the morning star, now at its best for early risers. *Study Collins' "Book of Stars" and the books of Flammarion and Serviss.*
13. Princeton seniors declare they have never kissed a girl, 1920. *Other good fiction on pages* 4, 5, *and* 8.
14. Your Income Tax is due tomorrow.
19. Third Sunday in Lent. *Religious Book Week will be here soon.*
21. Spring begins at 4.49 A. M.
    Time to consult some books on Gardening.
25. National Travel Week begins (*see page* 10). Own Your Own Home Exposition opens in Chicago, 1922. *And don't forget "Every Real Home Has Books."*
26. W. E. H. Lecky, historian, born 1838.
31. U. S. buys the Virgin Islands, 1917.
    See Verrill's "Isles of Spice and Palm."

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf, and so are reviewed in the March number are:

Cytherea. By Joseph Hergesheimer. *Knopf.*
The Craft of Fiction. By Percy Lubbock. *Scribner.*
The Maritime History of Massachusetts; 1783-1860. By Samuel Eliot Morison. *Houghton Mifflin.*
The Friendly Arctic. By Vilhjalmur Stefansson. *Macmillan.*
Here, There, and Everywhere. By Lord Frederic Hamilton. *Doran.*
Faery Lands of the South Seas. By James Norman Hall and Charles Bernard Nordhoff. Harper

Books in Demand at the Public Library

THE March number of the *Bookman* shows that the following were the most popular books at the public libraries during the month of January:

FICTION

If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*
Helen of the Old House. By Harold Bell Wright. *Appleton.*
Her Father's Daughter. By Gene Stratton-Porter *Doubleday*
Main Street. By Sinclair Lewis. *Harcourt.*
The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan*
The Brimming Cup. By Dorothy Canfield. *Harcourt.*

GENERAL LITERATURE

Queen Victoria. By Lytton Strachey. *Harcourt.*
The Mirrors of Washington. Anonymous *Putnam.*
The Outline of History. By H. G. Wells. Macmillan.
The Mirrors of Downing Street. Anonymous. *Putnam.*
The Americanization of Edward Bok. By Edward Bok. *Scribner.*
The Glass of Fashion Anonymous. *Putnam.*

A Reading Machine

REAR Admiral Bradley A. Fiske, inventor of the Fiske range finder, radio control of moving vessels and other devices used in navies, has otained a patent on a new invention called the Fiske Reading Machine, designed to reduce reading matter to tabloid form and enable anybody to carry with him many copies of books without even bulging out his pockets. The machine is a narrow strip of aluminum, surmounted by a small magnifying glass.

An Uncorrected Galley

READING ALOUD

In reading aloud Uncle George, or rather his audience, suffers from his lively sense of humor. His mirth is so uncontrolled that the funny passage in a book, as he renders it, usually sounds something like this "Now listen to this next bit. Funniest thing I've ever read. Ho, ho! Don't miss a word. Har! 'Mr. Bipp passed his—hee, hee—cup—oh, dear, this is so funny—to his—har, har—w-w-w-ife for—splutter—more—hee, hee—tea—wow, I'm laughing so hard it hurts—and she—oh, gracious, ho, ho, ho! dropped—splub on the bidge hish and sedge bam fish—ho—blumdge!' Ho, ho, har! Now isn't that rich, tho?"—Gluyas Williams in the *Literary Review.*

A GOOD AUTHOR SPOILED

Picture the young lady who returned her copy of the "Briary Bush" to Frank Shay's Bookshop with the remark that Ethel M. Dell's coming marriage seemed to have cramped her style.

HAVE YOU THESE TITLES IN YOUR JUVENILE DEPARTMENT?

Smiths every child should know. (Myths every child should know).
Abraham nights. (Arabian nights).
The girl who limbered and lost. (The girl of the limberlost).
Herpicide apples. (Apples of the Hesperides.)
Tom, the lobster. (Water-babies).
Adventures of Uncle Tom Sawyer.
Adventures of Don Quizz It.
Last of the Moccassins.
Jane's Eyes. (Jane Eyre).
Merchant of Venison.
Boot and Shoe stories. (Shoe and stocking stories).

Ontario Library Review.

Timely New Booklists

IN connection with the March emphasis on "Useful Books" the American Library Association has issued two attractive new pamphlets which will find wide practical use among libraries and bookstores. Ethel Cleland, head of the business branch of the Indianapolis Public Library, is the editor of "Business Books for Profit and Pleasure," a list of forty titles from about half that many publishing lists.

To the reader of the catalog her introduction says: "Read the books in this little list and others like them for profit but read them also for pleasure . . . . Read them for inspiration . . . . . Read them for understanding . . . . Read them for efficiency, and above all, read them for breadth and background."

From Abe Martin, the Hoosier humorist, is most appropriately quoted: "There's only one thing that'll mix with business an' that's printer's ink."

The group headings for the titles suggest interesting classifications for those who have business books to display:

BUSINESS BOOKS FOR PLEASURE AND PROFIT

A Great Game.
Speeding Up Efficiency and Effort.
Studying the Players and Directing the Force.
Every Business Has a Beginning.
Getting the Best Out of the Office.
Keeping the Books.
Charting Progress and Results.
Writing and Talking Business.
Crying the Wares.
Selling the Product.
Giving and Getting Credit.

The eight-page leaflet entitled "Useful Books for the Home" includes twenty-four titles. "We are interpreting 'useful books,'" says the editor, "as those that help plan and keep a home attractive and liveable and the family well cared for with the least possible fuss and bother." The headings under which the books are grouped are as follows:

USEFUL BOOKS FOR THE HOME

The House.
The House Within.
The House Without.
Planning the Household.
Income and Expenditure.
Guests.
The Kitchen.
The Sewing Room.
The Nursery.
Child Training.
Child Reading.

Miss Graham's Course in Bookselling

THE course of ten lessons in Bookselling in the Public Library by Bessie Graham under the auspices of the New York Booksellers' League came to an end on Friday, March 10th. The subjects of the lessons were as follows:

1. Biographies. (Boswell's Johnson to Strachey's Victoria)
2. Dictionaries and Reference Books.
3. Contemporary American Poets.
4. Contemporary English Fiction.
5. Contemporary English Poets.
6. Essays.
7. Modern Drama—English and American.
8. World Histories. (Wells, Van Loon, et. al.).
9. Children's Books.
10. Humorous Books. Out of print books.

The class has met on consecutive Friday evenings from 7—9 o'clock in the lecture room of the New York Library School. The average attendance has been fifty. Miss Graham has treated of the literary side of bookselling, using the bibliographies in "The Bookman's Manual" as the scaffolding of her talk. After each lesson there has been an address on the commercial side of bookselling by some specialist in the field. The speakers have been:

1. Frederic G. Melcher, Managing Editor of the PUBLISHERS' WEEKLY, on Trade Periodicals.
2. C. P. Calhoun, of the Ronald Press, on Business Books.
3. B. W. Huebsch, Publisher, on Early Booksellers and Publishers.
4. Mrs. Mowbray Clarke, of the Sunwise Turn, on the Specialty Book Shop.
5. M. A. Carrigan, of Baker & Taylor, on Jobbers in the Book-Trade.
6. Whitney Darrow, of Scribner's, on the Manufacture of a Book.
7. D. W. Browne, of Himebaugh & Browne.
8. Ernest J. Reece, Principal of the N. Y. Library School, on Booksellers & Librarians.
9. Marian Cutter, of the Children's Bookshop, on the Selling of Children's Books.
10. Ernest Eisle, of Brentano's, closing address on Bookselling Education.

A very interesting exhibit of the manufacture of a book, "From Tree to Book," was loaned by Grosset & Dunlap to the class at its sixth meeting.

A sheet of examination questions on the lesson of the evening was given to each member of the class at the close of each lesson. These questions were answered by the students and returned to Miss Graham at the next lesson. A review of all the lessons was given at the last and a prize offered for the best examination paper of the entire course.

The examination paper on Essays contained the question, "What book of Essays contains an essay on 'Buy a Book a Week'"? Very few members of the class were able to answer this question. The prize for the best final examination paper was an autographed copy of the book that answers this question.

The Teaching of English

AN educational report of international importance in England and of significance to all who are interested in the teaching of English or of the study of literature has been recently published in England and has had wide comment. In a pamphlet entitled "The Teaching of English in England," a departmental committee, appointed two years ago, makes its findings. Henry Newbolt was chairman. The pamphlet contains 105 recommendations in which the committee endeavors to start an era of clear thinking on the subject of English as a study in itself and as a vehicle for general humanistic education. Some of the interesting comments are.

3. That *every* teacher is a teacher *of* English, because every teacher is a teacher in English and that the whole of the time-table is therefore available for the teaching of English.

11. That when the recognition and use of the symbols have been mastered the lesson should be called "Literature" rather than "Reading."

24. That care should be taken to insist on the accurate use of the English language by pupils specializing in Mathematics or Science.

30. That "the needs of business" are best met by a liberal education.

31. That "Commercial English" is objectionable to all who have the purity of the language at heart, and also unnecessary.

39. That those responsible for technical and commercial education should urge upon their students the advantages, vocational as well as cultural, of the pursuit of humane studies.

100. *That nothing is more vital for the spread of good literature than the supply of good editions of standard authors at a moderate cost.*

101. That cooperation between the Public Library Committee and the Local Education Committee is of great importance.

103. That in Secondary Schools the provision of a good library is at least as important as the provision of a good laboratory.

James Tait Black Prize

THE James Tait Black Memorial prize awarded annually for the best English novel of the year fell to D. H. Lawrence for his "Lost Girl."

Obituary Notes

DR. GEORGE HARRIS

Dr. George Harris, President Emeritus of Amherst College, noted as a theologian, died at his home in New York after a short illness on March 1st at the age of seventy-seven. A native of East Machias, Me., he was graduated from Andover Theological Seminary in 1869, and ordained a minister the same year.

New Postmaster General

THIS month sees the induction into office of a new Postmaster General, Dr. Hubert Work of Pueblo, Colo., a native of Pennsylvania, graduate of the Universities of Pennsylvania and Michigan. He has practiced medicine in Pueblo for twenty-five years, during which time he served the state in many technical offices. He was last year President of the American Medical Association. Dr. Work has been serving as First Assistant Postmaster General.

John H. Bartlett has now been appointed First Assistant Postmaster General.

A Correction

THRU an error, the advertisement of the American Technical Society of Chicago announced in the February 25th issue of the Publishers' Weekly that the "Cyclopedia of Telephony and Telegraphy" would be published May 1st. The advertisement should have announced a new volume on Telephony only. The "Cyclopedia of Telephony and Telegraphy" is an entirely different set of books.

Personal

J. W. Hiltman, president of D. Appleton & Co., and of the National Association of Book Publishers, returned from a London trip on Feb. 23d.

John MacCay, formerly of the Baker & Taylor Company, is now a member of the selling staff of Doubleday, Page, and will look after the smaller territory of New York City and vicinity.

John Macrae, vice-president of E. P. Dutton & Co. sailed for England on February 28th.

Miss Ida Volmer, on the selling staff of Hawley & Company, has bought the Conklin Gift Shop at Excelsior Springs, Mo. and will carry books.

Business Notes

Akron, Ohio.—"Brownell Book Store" is a new concern here.

Braddock, Pa.—The partnership in the firm of Roderus & Klaban has been dissolved.

Buffalo, N. Y.—Edwin A. Harris has just retired from partnership in the Queen City Book Co.

Chicago, Ill.—The Mid-West Book House, to engage in jobbing and the mail order business under the management of Arthur E. Byrne, formerly of the Bargain Book Store, was recently started at 58-60 West Washington St.

Cuero, Texas.—E. O. Kunitz, druggist, is branching out more extensively in books and expects to increase sales considerably this year.

Eureka Springs, Ark.—Hawley & Company have sold their stock of books, stationery and novelties to the Wickham Bookstore, which will occupy the same location as Hawley & Company did.

Harrisburg, Pa.—Katharine F. Comstock will open "The Book Shop" at 219 North 2nd St. on or about April 1st.

New York City.—B. Login & Son, dealers in Medical Books, have removed to 29 East 21st Street.

New York City.—Lieber & Lewis, a new publishing house at 27 Vandewater Street, specializes in translations from the French.

New York City—The Authors and Publishers' Corporation, recently organized, is located at 440 Fourth Ave. It is a subsidiary branch of the Neale Publishing Co.

New York City—The American Code Company, Inc., New York City, has purchased from the court the publications of the International Cable Directory Co. together with the copyrights of the same and will be glad to fill orders for these codes promptly and at its usual trade discounts.

Salt Lake City, Utah—The Book Department of Auerbach Co., operated as a leased department of that store, has been discontinued. "Shepard, The Magazine Man" has moved the stock to 632 Judge Building, and will continue the business.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, Lawrenece Fraser
Impressions of Theodore Roosevelt. 315 p. S (Lambskin library) [c. '19] Garden City, N. Y., Doubleday, Page leath. 90 c.

Ali Baba and the forty thieves; in words of one syllable. 12 p. il. Q (Thriller stories for young boys and girls) c. '21 N. Y., Stoll & Edwards Co., inc. pap. 35 c.

Aristophanes
The clouds of Aristophanes; partly in the original and partly in translation with notes and introd. by Cyril Bailey. 134 p. O (Clarendon Latin and Greek ser.) '22 N. Y., Oxford University Press) $1.60

Bacon, Langston
Songs of faith and trust. [verse] 93 p. D [c. '21] Bost., Badger $1.50

Beaverbrook, William Maxwell Aitken, 1st baron
Success. 113 p. D c. Bost., Small, Maynard bds. $1.25

Benham, William Gurney, comp.
A dictionary of classified quotations from authors of all nations and periods grouped under subject-headings; with full index of cross-references and annotated list of authors. 653 p. O [n. d.] N. Y., Crowell $5

Benoit, Pierre
Salt lake; a novel; tr. from the French by Florence and Victor Llona. 377 p. D c. N. Y., Knopf $2
A story of Salt Lake City in the days of Brigham Young.

Björkman, Edwin August
The soul of a child. 321 p. D c. N. Y., Knopf $2.50
The story of a sensitive child, son of lower class Stockholmers, from the age of five to fifteen.

Bollman, Gladys, and Bollman, Henry
Motion pictures for community needs; a practical manual of information and suggestion for educational, religious and social work. 9+298 p. (5½ p. bibl.) D c. N. Y., Holt $2
Partial contents: The development of the educational motion picture; Government motion pictures; Distribution: list of exchanges: The industry and the exhibitor; Selection and booking; One hundred suggested programs.

Book, William Frederick
The intelligence of high school seniors, as revealed by a state-wide survey of Indiana high schools. 18+371 p. il., tabs. D c. N. Y., Macmillan $2.40

Bridges, Victor
Greensea Island; a mystery of the Essex coast. 386 p. D c. N. Y., Putnam $1.90
The adventures of a man who inherited a small island from a black-sheep uncle, and with the island he also inherited a mysterious enmity, the cause of which is unknown to him.

Bruce, Stewart E.
The world in 1931. 192 p. D c. '21 N. Y., F. L. Searle & Co., 110 W. 34th St. pap. 80 c.; $1.50
A visualization of a new world, free from capitalism, competition and nationalism, picturing a practical, cooperative, profit-sharing, social and economic system.

Brunton, David William, and others
Modern tunneling; 2nd ed., rev. and enl.; with new chapters on railroad tunneling by J. Vipond Davies. 10+612 p. (bibl.) il. O [c. '22] N. Y., Wiley $6.50

Bryce, James Bryce, viscount
International relations; eight lectures delivered in the United States in August, 1921. 12+275 p. O c. N. Y., Macmillan $2.50
Partial contents: The Great War and its effects in the Old World; Nonpolitical influences affecting international relations; Diplomacy and international law; Methods proposed for settling international controversies; Other possible methods for averting war.

Bugbee, Edward Everett
A textbook of fire assaying. 254 p. il. O [c. '22] N. Y., Wiley $3

Bulfinch, Thomas
The age of fable; or, Beauties of mythology; a new, rev. and enl. ed.; ed. by Rev. J. Loughran Scott, D.D.; with a classical index and dictionary and nearly 200 illustrations. 23+501 p. front., il., pls., fold. diagr. O [c. '98 Phil., David McKay, 606 S. Washington Sq. $2

Bailey, John, ed.
Essays and studies by members of the English association; v. 7. 156 p. O '22 N. Y., Oxford University Press $3.40

Baltimore County, Md. Board of School Commissioners
Course of study, Baltimore County, Maryland, public schools, grades 1 to 8; prepared by Lida Lee Tall and Isobel Davidson, under the direction of Albert S. Cook, superintendent. 11+698 p. O (W. & Y. course of study ser.) '21 Balt., Warwick & York, inc., 10 E. Centre St. $3

Burton, John Marvin
Honoré de Balzac and his figures of speech. 4+98 p. (2 p. bibl.) O (Elliott monographs in the Romance languages and literatures, 8) '21 Princeton, N. J., Princeton University Press pap. $1

Bushnell, Sarah Terrill
The truth about Henry Ford. 222 p. front. (por.), pors. S [c. '22] Chic., The Reilly & Lee Co., 1006 S. Michigan Ave. $1.25
The story of the success of Henry Ford, together with information on the Peace Ship, Mr. Ford's senatorial campaign, and the Chicago Tribune libel suit.

Cade, Coulson T.
The Cornish penny; a novel. 311 p. D [c. '22] N. Y., Stokes $1.90
A mystery romance in which Robin Trevarthon goes up to London and there meets a strange experience thru a strange person—an experience which changes him into a new being.

Calvert, Albert Frederick
The Spanish royal tapestries; with 227 illustrations. 23+67 p. pls. D (The Spanish ser.) '21 N. Y., John Lane Co., 4th Ave. & 30th St. $4
Partial contents: History of the art of tapestry weaving; The foundations of the Spanish royal collection; The Gothic tapestries—sacred pieces; Renaissance tapestries.

Campbell, William Francis
A text-book of surgical anatomy; 3rd ed., rev. with 325 original illustrations. 681 p. (2. p. bibl.) O [c. '21] Phil., Saunders $6

Candler, Warren Akin
Wit and wisdom of Warren Akin Candler; ed. by Elam Franklin Dempsey; with an introd. by Rev. Andrew J. Lamar. 285 p. front. (por.) O c. Nashville, Tenn., Smith & Lamar $1.50
Sayings of Bishop Candler gleaned from his writings and speeches.

Capes, William Parr
The modern city and its government. 15+269 p. (6¾ p. bibl.) fold. diagrs. O [c. '22] N. Y., Dutton $5
A discussion of good government, the responsibilities of citizenship, city charters, the management of public schools and the cost of government.

Carpenter, Frank George
Europe. 505 p. col. front., il., pls. D (Carpenter's New geographical reader) [c. '99-'22] N. Y., Am. Book Co. $1

Carslaw, Horatio Scott
Introduction to the mathematical theory of the conduction of heat in solids; 2nd ed., completely revised. 12+268 p. il. O '21 N. Y., Macmillan $9

Champion, Jessie
Ella keeps house. 304 p. D '21 N. Y., John Lane Co., 4th Ave. & 30th St. $1.75
The story of Ella's experiment with a large country house and her paying guests.

Chaytor, Rev. H. J.
A manual of French; with vocabulary. 6+138 p. D (Cambridge guides to modern languages) '22 N. Y., Macmillan $1.50

Child, Richard Washburn
The hands of Nara. 326 p. D [c. '22] N. Y., Dutton $2
The story of the magnetic healing power in the hands of a beautiful Russian girl, whom a young scientist, "whose god is scientific truth," unwillingly loves.

China (The) year book; 1921-2; ed. by H. G. W. Woodhead and H. T. Montague Bell. 1063 p. O '22 N. Y., G. E. Stechert $8

Claridge, G. Cyril
Wild bush tribes of tropical Africa; an account of adventure and travel amongst pagan people in tropical Africa; with a description of their manners of life, customs, heathenish rites and ceremonies, secret societies, sport and warfare, collected during a sojourn of twelve years. 314 p. front., pls., pors., fold. map O '22 Phil., Lippincott $5

Clark Samuel A.
Facts about prohibition; or, Fighting a battle of truth with a weapon of error. 37 p. O c. '21 Carrollton, Mo., Democrat Pr. Co. pap. 25 c.

Clifford, Sir Hugh Charles
Further side of silence. 405 p. S (Lambskin library) [c. '16] Garden City, N. Y., Doubleday, Page leath. 90 c.

Coates, Walter J.
Mood songs, voices within myself. 59 p. D [c. '21] Hartland, Vt., Solitarian Press $1.50 [250 copies]

Cobb, Walter Frank
Graded outlines in hygiene; bk. 1. 214 p. (3 p. bibl.) D c. Yonkers, N. Y., World Bk. Co. $1.50
School hygiene from the kindergarten to the third grade.

Conrad, Joseph [Joseph Conrad Theodore Korzeniowski]
Lord Jim. 392 p. S (Lambskin library) [c. '99-1900] Garden City, N. Y., Doubleday, Page leath. 90 c.

Coppard, A. E.
Adam and Eve and pinch me; [twelve short stories.] 140 p. D '22 N. Y., Knopf bds. $2

Coursey, O. W.
Three Jewish martyrs; 1, John the Baptist; 2, Jesus the reformer; 3, Paul the apostle. 100 p. D [c. '22] Bost., Stratford $1.25

Coxon, Muriel Hine [Mrs. Sidney Coxon]
Torquil's success. 324 p. D '22 c. '21 N. Y., John Lane Co., 4th Ave. & 30th St. $2

Cram, Ralph Adams
Towards the great peace. 7+263 p. (1 p. bibl.) O (Dartmouth Alumni lectureships on the Guernsey Center Moore foundation, season of 1921) [c. '22] Bost., Marshall Jones Co., 212 Summer St. $2.50
Partial contents: The world at the crossroads; The social organism; The industrial problem; The function of education and art; Personal responsibility.

Culver, Francis Barnum
Blooded horses of Colonial days; classic horse matches in America before the Revolution. 175 p. il., pls., facsms. O [c. '22] Balt., [Author], N. 2203 Charles St. $3.50; leath. $5

Dearmer, Percy, D.D.
Lessons on the way. 12+148 p. D c. N. Y., Macmillan $1.50

Dickinson, Goldsworthy Lowes
The magic flute; a fantasia. 127 p. D '21 N. Y., Macmillan bds. $2
A fantasia in prose and verse based on Mozart's opera.

Delahaye, Hippolytus
The work of the Bollandists through three centuries; 1615-1915. 269 p. S [c. '22] Princeton, N. J., Princeton Univ. Press $2.50

Ditchfield, Rev. Peter Hampson
The city of London. 6+126 p. (1 p. bibl.) front., il., plans D (The story of English towns) '22 N. Y., Macmillan $1.50

Dos Passos, John Roderigo, jr.
Rosinante to the road again. 245 p. O [c. '22] N. Y., Doran $2
Essays of adventure in which the art, poetry and literature of Spain are summed up.

Dunn, Michael
The cascade metre; or, Poems pertaining to Oregon. 7+60 p. il. D [c. '21] Huntington, Ind., Our Sunday Visitor pap. 35 c.

Dwight, Harry Griswold
Stamboul nights; front. by W. T. Benda. 371 p. S (Lambskin library) [c. '16] Garden City, N. Y., Doubleday, Page leath. 90 c.

English (The) catalogue of books; including the original "London" and "British" catalogues; giving in one alphabet, under author, title and subject, the size, price, month and year of publication, and publisher of books in the United Kingdom of Great Britain and Ireland; v. X; January 1916 to December 1920; completing the catalogue from the year 1801. 1328 p. O '21 N. Y., R. R. Bowker Co., 62 W. 45th St. ½ mor. $42.50

Esquerré, Paul Joseph
Practical accounting problems, theory, discussion, and solutions; pt. 2. 356 p. fold. forms, tabs. Q c. '22 N. Y., Ronald Press $10
Thirty distinctive problems based on New York State C. P. A. requirements and representing typical business situations.

Evans, Ivor H. N.
Among primitive peoples in Borneo; a description of the lives, habits and customs of the piratical head-hunters of North Borneo; with an account of interesting objects of prehistoric antiquity discovered in the Island. 318 p. front., pls., pors., fold. map O '22 Phil., Lippincott $5

Ferber, Edna
Cheerful by request. 366 p. S (Lambskin library) [c. '18] Garden City, N. Y., Doubleday, Page 90 c.

Firminger, Walter Kelly, D.D.
The epistles of St. Paul the apostle to the Colossians and to Philemon; with introd. and notes; [preface by the Bishop of Lahore.] 27+355 p. D (The Indian church commentaries) '21 N. Y., Macmillan $2.50
The author is archdeacon of Calcutta.

Fitzgerald, Francis Scott Key
The beautiful and damned. 449 p. D c. N. Y., Scribner $2
A tale of two young people, part of that wealthy, floating, restless population of America, "adrift on the sea of luxury, without the anchors of homes and the rudders of reseponsibilities."

Folkard, Charles
Teddy Tail's alphabet; il. by the author. 32 p. il. Q [c. '22] N. Y., Macmillan bds. $1.25

Footner, Hulbert
The Deaves affair. 8+319 p. D [c. '22] N. Y., Doran $1.75
The story of a mysterious gang of blackmailers who pursue old Simon Deaves, a miser.

Foster, W. A., and Carter, Deane G.
Farm buildings. 15+377 p. il. O Agricultural engineering ser.) [c. '22] N. Y., Wiley $3

Fry, Henry P.
The modern Ku Klux Klan. 259 p. D c. Bost., Small, Maynard $2

Fuson, Henry Harvey
The Pinnacle and other Kentucky mountain poems. 202 p. front. D c. '21 Covington, Ky., [Author], 1920 Garrard St. $1.75
Poems of the out-of-doors in and around Pinnacle Mountain, Cumberland Gap, Kentucky.

Garrison, Fielding Hudson
An introduction to the history of medicine; with medical chronology, suggestions for study and bibliographic data; 3rd ed., rev. and enlarged. 7+942 p. (33 p. bibl.) il., pors. O [c. '21] Phil., Saunders $9

Grayson, David, pseud. [Ray Stannard Baker]
Adventures in contentment. 232 p. S (Lambskin library) [c. '07] Garden City, N. Y., Doubleday, Page leath. 90 c.

Grew, Sydney
The art of the player-piano; a text-book for student and teacher. 8+333 p. diagrs. O '22 N. Y., Dutton $5
A study of the proper control in the pedalling and in the use of tempo-control lever or buttons, together with a list of compositions and instructions for their proper rendering.

Derrick, Samuel Melanchthon
Farm tenure in South Carolina. 32 p. tabs. O (Bull. no. 89) '20 Columbia, S. C., University of South Carolina pap. gratis

Durell, Fletcher
Suggestions on the teaching of algebra; with especial reference to the use of Durell and Aronld's Algebra 17 p. D [n. d.] N. Y., Charles E. Merrill Co., 432 4th Ave. pap. gratis

Suggestions on the teaching of geometry; with especial reference to the use of Durell and Arnold's Geometry. 22 p. il. D [n. d.] N. Y., Charles E. Merrill Co. pap. gratis

Giles Albert William
The geology and coal resources of Dickenson County, Virginia. 9+224 p. pls., tabs., diagrs. (part. fold.) fold. col. maps in pocket) O (Geological survey bull. no. 21) '21 Charlottesville, Va., University of Virginia pap. 14 c.

Griggs, Edward Howard
For what do we live? 81 p. D c. Croton-on-Hudson, N. Y., Orchard Hill Press bds. $1
Essays on the philosophy of life.

Gruber, L. Franklin
Whence came the universe? The fundamental problem of creation; 2nd ed.; with a foreword by G. Frederick Wright. 15+316 p. D (Library of religious thought) [c. '18-'21] Bost., Badger $1.90

Guilday, Peter
The three hours' agony of our Lord Jesus Christ; given at the Church of Our Lady of Lourdes, New York, Good Friday, 1916; new ed. 9+71 p. S '22 c. '17 N. Y., Longmans, Green 80 c.

Guttag Bros.
Rare coins of the United States. 112 p. il. T [c. '21] N. Y., Guttag Bros., 52 Wall St. pap. 35 c.
Present values of old American coins, travelers cheques and encased postage stamps.

Hamsun, Knut
Wanderers; tr. from the Norwegian by W. W. Worster; with an introd. by [the translator.] 321 p. D c. N. Y., Knopf $2.50
A novel, dealing with the problem of marriage.

Harris, Walter B.
Morocco that was. 333 p. D c. '21 Bost., Small. Maynard $4

Harrison, Elizabeth
Offero, the giant; a Christmas-eve story. 64 p. front. D '21 N. Y., Macmillan bds. 60 c.
Formerly published by the National Kindergarten College, Chicago.
Some silent teachers; 2nd ed. 187 p. D [c. '03-'21] N. Y., Macmillan $1.25
Formerly published in 1903 by the Central Pub. Co., Chicago.
A study in child nature, from the kindergarten standpoint; 45th ed. 207 p. D '21 N. Y., Macmillan $1.25
Formerly published by Chicago Kindergarten College.
When children err; a book for young mothers. 177 p. D [c. '16-'21] N. Y., Macmillan $1.25
Formerly published in 1916 by the National Kindergarten College, Chicago.

Hart, Charles R.
Master and lackey and other poems. 112 p. D [c '21] Bost., Badger $1.50

Havens, George Remington
The abbé Prévost and English literature. 9+135 p. (3 p. bibl.) O (Elliott monographs in the Romance languages and literatures, 9) c. '21 Princeton, N. J., Princeton University Press pap. $1.50

Hebert, Frank
Forty years prospecting and mining in the Black Hills of South Dakota. no paging il. O c. '21 Rapid City, S. D., Rapid City Daily Journal $2

Heisman, John W.
Principles of football. 117 p. diagrs. D c. '21 St Louis, Mo., Sports Publishing Bureau, International Life Bldg. pap. $2.50
The author is head coach, University of Pennsylvania.

Henry, O., pseud. [William Sydney Porter]
The four million. 261 p. S (Lambskin library) [c. '06] Garden City, N. Y., Doubleday, Page leath. 90 c.

Herron, Charles D.
The defeat in the victory. 226 p. D [n. d.] N. Y., Charles H. Daniels. 49 W. 55th St. $3

Hine, Muriel *See* **Coxon, Muriel Hine**

Holmes, Edmond Gore Alexander
All is one; a plea for the higher pantheism. 114 p. D [n. d.] N. Y., Dutton $1.90
Partial contents: The ultimate object of Speculative thought, Aesthetic delight, Social service, Moral obligation, Religious devotion, Consciousness of self, Object of love [7 chapters].

Houston, Margaret Belle
The witch man. 255 p. D c. Bost., Small, Maynard $1.75

Huckel, Oliver
The habit of health; how to gain and keep it. 128 p. D [c. '09] N. Y., T. Y. Crowell Co., 426 W. B'way $1
Nine essays which formerly appeared in the author's larger volume, "Mental Medicine," published in 1909.

Hutton, J. H.
The Sema Nagas; with a foreword by Henry Balfour. 18+463 p. col. front., il., maps O '21 N. Y., Macmillan $12.50

Ingalls, Walter Renton
Wealth and income of the American people; a survey of the economic consequences of the war. 14+321 p. tabs. O [c. '22] York, Pa., G. H. Merlin Co., 100 East Philadelphia St. $4
A study of the economic, financial and social structure of America today, bringing out the fallacy of inflated money values in relation to the wealth of a nation and individuals.

Johnson, John Weeks
Heating, ventilating and mechanical refrigeration. 395 p. il., pls. S c. '21 Milwaukee, Wis., Caspar $1.50
Formerly published by the author under title "Johnson's New Handy Manual on Plumbing, heating, ventilating and mechanical refrigeration."
Plumbing, domestic and sanitary engineering, drainage and sewerage. 236 p. il., pls. S c. '21 Milwaukee, Wis., Caspar $1.50
Formerly published by the author.

Kander, Mrs. Simon, comp.
Settlement cook book; tested recipes from the Settlement cooking classes, Milwaukee public school of trades for girls and experienced housewives; 11th ed. 596 p. il. D '21 c. '22 Milwaukee, Wis., Caspar $2.25

Keller, Helen Adams
Story of my life. 464 p. S (Lambskin library) [c. '02-'05] Garden City, N. Y., Doubleday, Page leath. 90 c.

Keller, Helen Rex, ed.
The reader's digest of books; [new ed.] 941 p. O '22 c. '96-'17 N. Y., Macmillan $4
Formerly published as part of the set "Library of the World's Best Literature," but now published as a separate work.

Kelso, Robert W.
The history of public poor relief in Massachusetts, 1620-1920. 200 p. O c. Bost., Houghton Mifflin $2.50
A study of the beginnings and growth of the Massachusetts system of poor relief from the first year of the Plymouth Colony to the present day.

Kenyon, Doris Margaret, and Kenyon, James Benjamin
Spring flowers and Rowen. [verse] 222 p. S c. N. Y., J. T. White $2.25

Kerr, Hugh Thomson
Children's Gospel story-sermons. 180 p. D [c. '21] N. Y. & Chic., Revell $1.25

Keyser, Cassius Jackson
Mathematical philosophy; a study of fate and freedom; lectures for educated laymen. 14+466 p. diagrs. O [c. '22] N. Y., Dutton $4.70
The author is Adrain professor of mathematics, Columbia University.

Kiggin, Helen J.
Practical business arithmetic. 11+404 p. D [c. '22] N. Y., Macmillan $1.40

Knott, Laura Anna
Student's history of the Hebrews; with maps and illustrations. 413 p. (1 p. bibl.) il., pls. D (The Abingdon Religious education texts; community training school ser.) [c. '22] N. Y. & Cin., The Abingdon Press $2
Partial contents: The importance of Hebrew history; The Hebrews in Egypt; How the Old Testament was written; The stories of Genesis; Literary achievements of the exile; The closing years of Persian rule; The poetical and wisdom literature.

Korff, Sergiei Aleksandrovitch, Baron
Russia's foreign relations during the last half century. 227 p. O (The Institute of politics pubs., Williams college, Williamstown) c. N. Y., Macmillan $2.25
A study of the diplomatic relations of Russia from the congress in Berlin in 1878.

Kuhlmann, F.
Handbook of mental tests. 224 p. O c. Balt., Warwick & York $2

Lagerlöf, Selma Ottillana Lovisa
Story of Gösta Berling; tr. from the Swedish by Pauline Bancroft Flach. 475 p. S (Lambskin library) [c. '98] Garden City, N. Y., Doubleday, Page leath. 90 c.

Le Gallienne, Richard
Pieces of eight; being the authentic narrative of a treasure discovered in the Bahama Islands in the year 1903 now first given to the public. 198 p. S (Lambskin library) [c. '18] Garden City, N. Y., Doubleday, Page leath. 90 c.

Legg, Leopold George Wickham
Matthew Prior; a study of his public career and correspondence. 10+348 p. front. O '21 N. Y., Macmillan $7

Liber, Benzion
The child and the home; essays on the rational bringing-up of children; [with a preface by Upton Sinclair.] 253 p. D [c. '22] N. Y., Rational Living, 61 Hamilton Place $2.50
Talks to parents on hygiene and the morals of children.

Lord, Isabel Ely
Getting your money's worth; a book of expenditure. 6+210 p. forms D [c. '22] N. Y., Harcourt, Brace $1.50
Partial contents: What a budget is; How to keep accounts; Conserving as an asset; On inventories; Using banks; Savings and investments. The author was director, School of Household Science and Arts, Pratt Institute.

Luckiesh, M.
Visual illusions; their causes, characteristics and applications. 262 p. il. O [c. '22] N. Y., Van Nostrand $3

Lunt, Carroll P.
His Chinese idol. 227 p. D '21 N. Y., John Lane Co., 4th Ave. & 30th St. $1.75
A novel of everyday life in Peking.

McAdam, Dunlap Jamison
Coal, government ownership or control; government ownership of navy coal land and control of the coal industry. 188 p. D c. '21 N. Y., Authors & Publishers' Corporation, 440 4th Ave. $2

McCall, William Anderson
How to measure in education. 12+416 p. tabs. D c. N. Y., Macmillan $3.25
Deals with the use of measurement in classifying pupils, in evaluating teaching efficiency, and for purposes of vocational guidance

McFee, William
Casuals of the sea. 470 p. S (Lambskin library) [c. '16] Garden City, N. Y., Doubleday, Page leath. 90 c.

McMillan, Duncan Cameron
Christ reflected in creation; [rev. ed.] 59 p. S '21 c. '97-'20 N. Y. & Chic., Revell 35 c.

MacHarg, William Briggs
Peewee. 276 p. D '22 c. '21 Chic., Reilly & Lee $1.50
The story of a lost identity.

McSparran, William F.
Who plants a tree? [verse] 32 p. D [c. '21] N. Y., Authors & Publishers' Corporation, 440 4th Ave. $1

Madelin, Louis
Danton; tr. by Lady Mary Loyd. 379 p. il. O '22 N. Y., Knopf $5

Maghee, Frances C.
Rhythmic phonetic training for voice and speech. 151 p. diagrs., music, pls. D [c. '22] Bost., Stratford $2.50
Beside being of use to singers this volume is designed to cure stammering and other defects of speech in children and adults.

Mahler, John
Be still and know; a personal witness to meditation. 5+45 p. D '21 N. Y., Macmillan 80 c.

Martin, Alfred Wilhelm
The world's great religions and the religion of the future. 7+230 p. D c. '21 N. Y., Appleton $2

Martinet, Alfred, and others
Clinical diagnosis, case examination and the analysis of symptoms; authorized English tr. from the 3rd rev. and enl. ed. by Louis T. de M. Sajous; with 895 text engravings and several full-page color plates; 2 v.; v. 1, Physical and laboratory diagnosis, v. 2, Analysis of symptoms. various paging O [c. '22] Phil., F. A. Davis, $14

Mellor, Joseph William
A comprehensive treatise on inorganic and theoretical chemistry; 6 v.; v. 1, H. O.; v. 2, F, Cl, Br, I, Li, Na, K, Rb, Cs. 15+1064; 7+894 p. tabs., diagrs., il.. O '22 N. Y., Longmans, Greeen ea. $20
The first two volumes of a work which is intended to cover the whole field of inorganic and theoretical chemistry.

Metzler, May Sowles, comp.
Date cook book; international festival of dates; [appetising ways of using dates both cooked and raw; recipes for using dates under 15 heads of cookery.] 83 p. pl. S [c. '21] Coachella, Cal., [Author] pap. 50 c.

Miller, J. Corson
Veils of Samite; verse. 162 p. D c. Bost., Small, Maynard $1.50

Miller, William
Essays on the Latin orient. 8+582 p. pls., il., map O '21 N. Y., Macmillan $14

Molnar, Louis
Deka Parsec; shell-shocked views of life. 196 p. D c. '21 Los Angeles, Cal., [Author], 200 Lankershim Bldg. $1.50
Twenty-two short stories told by a victim of shell-shock.

Morton, Guy Eugene
Rangy Pete. 409 p. D c. Bost., Small, Maynard $1.75

Myers, Frederic William Henry
Essays classical and modern. 9+560 p. O '21 N. Y., Macmillan $4.50

Neighbour, Robert Edward
The rider on the white horse and other prophecy sermons. 263 p. D [c. '21] Cleveland, O., Union Gospel Pr. Co., Box 398 $1.25
A collection of ten sermons.

Niver, Harmon Bay
A school history of England; revised. 431 p. front. (por.), il., pls., pors. D [c. '04-'22] N. Y., Am. Book Co. $1.20

Norris, Frank i.e. Benjamin Franklin
The octopus; a story of California. 652 p. S (Lambskin library) [c. '01] Garden City, N. Y., Doubleday, Page leath. 90 c.
The pit; a story of Chicago. 421 p. S (Lambskin library) [c. '02] Garden City, N. Y., Doubleday, Page leath. 90 c.

Norris, Kathleen Thompson [Mrs. Charles Gilman Norris]
Mother. 198 p. S (Lambskin library) [c. '11] Garden City, N. Y., Doubleday, Page leath. 90 c.

North, Eric McCoy
The worker and his church. 165 p. S (The worker and work ser.) [c. '22] N. Y. & Cin., The Methodist Bk. Concern 75 c.
Partial contents: The beginnings of the Church; The Church and the Roman Empire; The expansion of Christianity; British Methodism since 1800; The M. E. Church in foreign lands; The genius of Methodism.

North American (The) almanac, 1922; the aristocrat of almanacs. 122 p. tabs., il., charts D c. Chic., The North American Almanac Co., 32 S. Clinton St. bds. apply

Ollivant, Alfred
Bob, son of Battle. 356 p. S (Lambskin library) [c. '98] Garden City, N. Y., Doubleday, Page leath. 90 c.

Oxford University
The Oxford sheet almanack for 1922; the 248th of the series that began in 1674 Q '22 N. Y., Oxford University Press $2

Palmer, Sara C.
Donald Campbell's loyalty. 177 p. il. O c. '21 Chic., Bible Inst. Colportage Assn., 826 N. La Salle St. pap. 75 c.; $1.35

Pearce, William Houghton Sprague
The train book; illustrated rhymes for young readers. 12 p. il. Q c. '21 N. Y., Stoll & Edwards Co., inc., 23 E. 26th St. pap. 35 c.

Perroy, Père Louis
The ascent of Calvary; authorized tr. from the French by Marian Lindsay; with introd. by Most Rev. John J. Glennon, D.D., Archbishop of St. Louis. 11+336 p. D c. N. Y., P. J. Kenedy $1.50

Peters, John Punnett, D.D.
The Psalms as liturgies; being the Paddock lectures for 1920; [expanded into a treatise.] 494 p. O c. N. Y., Macmillan $4
Partial contents: The ancient Psalm book of Jerusalem; The Penitentials of Shechem and the Davidic Psalter; The Psalms of Dan and Bethel; The Pilgrims and afterwards. The author is rector emeritus of St. Michael's Church, New York.

Phelps, Frank Wesley, and Myrick, J. Buckner
Utilitarian economics; a series of fifty utilitarian values. 261 p. D c. '21 Seattle, Wash., The School of Utilitarian Economics, 826 Seaboard Bldg. $2
Essays on Man, Tools, Production, Wealth and Society.

Pittman, Marvin Summers
Successful teaching in rural schools; [introd. by George D. Strayer.] 294 p. il. D (American education ser.) [c. '22] N. Y., Am. Book Co. $1.40
The problems of the rural school discussed in letter form.

Pryde, Anthony, pseud., and Weekes, Rose Kirkpatrick
The purple pearl. 276 p. D c. N. Y., Dodd, Mead $1.90
The story of a bitter feud between three branches of a noble family over a gem of great value.

Norris, Mrs. Howes
Sketches of old homes in our village. 22 p. D [c. '21] Vineyard Haven, Mass., Sea Coast Defence Chapter, D. A. R. pap. 50 c.

Pearce, James Edwin
Museums—their use and place in learning and in the transmission of culture. 20 p. O (Bull. no. 2133) ['21] Austin, Tex., University of Texas pap. 5 c.

Rathenau, Walther

In days to come; tr. from the German by Eden and Cedar Paul. 286 p. O '21 N. Y., Knopf $5

Reed, Margery Verner

Under-currents. 112 p. D [c. '21] N. Y., Authors & Publishers' Corporation, 440 4th Ave. $1.25

Rolland, Romain

A musical tour through the land of the past; tr. by Bernard Miall. 6+235 p. O '22 N. Y., Holt $2.50

Partial contents: A humorous novel by an 18th century musician: The origins of the "classic" style in 18th century music; The autobiography of a forgotten master: Telemann, the successful rival of J. S. Bach.

Ross, Victor

A history of the Canadian bank of commerce with an account of the other banks which now form part of its organization; v. 1. 16+516 p. il. O '22 N. Y., Oxford University Press $23.65

S., E. S.

A liberal code of sexual ethics. 6+111 p. D [c. '22] N. Y., Cosmopolis Press, 257 W. 71st St. $1.50 [priv. pr.]

Salzman, Louis Francis

Hastings. 6+125 p. (3 p. bibl.) front., pls., fold. map D (The story of the English towns) '21 N. Y., Macmillan $1.50

Sand, George, pseud. [Mme. Amantine Lucile Aurore Dupin Dudevant]

La mare au diable; provided with a brief introd., notes and a full vocabulary by Leigh R. Gregor; exercises by Rosamund Leigh Gregor. 12+162 p. front. (por.) D (International modern language ser.) [c. '21] Bost., Ginn 64 c.

Sanford, Arthur Benton

An Easter disciple; the chronicle of Quintus, the Roman knight. 56 p. front. nar. D [c. '22] N. Y. & Cin., The Abingdon Press pap. 35 c.

Sargent, Daniel

The door and other poems. 54 p. D [c. '21] Bost., Badger $1.50

Scott, Alexander Maccallum

Barbary; the romance of the nearest East. 222 p. front., pls., fold. map O '21 N. Y., Dodd, Mead $3.50

A historical, descriptive, anecdotal guide-book for tourists to Algeria and Tunis.

Sherman, Henry Clapp, and Smith, Sybil Laura

The vitamins. 273 p. il., pls. O (American chemical society monograph ser.) N. Y., The Chemical Catalog Co., Inc., 1 Madison Ave. $4

Shonin, Shinran

Buddhist Psalms; tr. from the Japanese by S. Yamabe and L. Adams Beck. 91 p. S (Wisdom of the East ser.) '21 N. Y., Dutton $1.35

Sisters (The) of the Immaculate Heart of Mary; the story of the founding of the congregation of the Sisters, servants of the Immaculate Heart of Mary and their work in the Scranton diocese, by a member of the Scranton community. 15+503 p. front., pls., pors. O '21 N. Y., P. J. Kenedy $5

Starr, Meredith, ed.

The future of the novel. 211 p. D '22 Bost., Small, Maynard $2

Stoker, Bram, i.e. Abraham

Dracula. 378 p. S (Lambskin library) [c. '97] Garden City, N. Y., Doubleday, Page leath. 90 c.

Storr, Rev. Vernon Faithful

The prophets of the Old Testament and their message; lessons for schools and Bible classes; [with tab. of dates.] 10+86 p. D '22 N. Y., Macmillan $1

The author is Canon of Westminster.

Tarkington, Booth i.e. Newton Booth

The magnificent Ambersons. 516 p. S (Lambskin library) [c. '18] Garden City, N. Y., Doubleday, Page leath. 90 c.

Reuterdahl, Arvid

Einstein and the new science; reprinted from the Bi-monthly journal of the College of St. Thomas, v. 9, no. 3. 26 p. (½ p. bibl.) O c. '21 St. Paul, Minn., [Author], 222 Otis Ave pap. 75 c. [limited ed.]

Rohwer, Sievert Allen

North American sawflies of the subfamily cladiinae; with notes on habits and descriptions of larvae by William Middleton. 37 p. il. pls. tabs. O (No. 2396; from the proceedings of the U. S. National Museum, v. 60, art. 1) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Rosbrook, Alden I.

A treatise on the law of corporations in New York based on the reported decisions and written in connection with the statutes regulating corporations, as amended to Jan. 1, 1922, including the General corporation law, Business corporations law, Stock corporation law, Transportation corporations law, Civil practice act, Rules of civil practice; with complete forms for the organization, management and control of corporations and precedural forms. 146+1264 p. O '22 Albany, N. Y., Bender & Co., buck. $15; Bible pap. $15

Shannon, Earl V.

Mineralogy of some black sands from Idaho; with a description of the methods used for their study. 33 p. il. diagrs. O (No. 2398; from the Proceedings of the U. S. Nat. Museum, v. 60, art. 3) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Sparks, Marion Emeline

Chemical literature and its use; notes of a course of lectures, in chemistry, 92 required of third year students in chemistry and chemical engineering, University of Illinois; 2nd ed. rev. and enlarged. 89 p. (3¼ p. bibl.) O c. '21 Urbana, Ill., [The author] pap. $1

Stiles, Arthur Alvord

Table for obtaining differences of elevation and horizontal distances from vertical angles and atadia distances. 141 p. nar. F (Bull. no. 11, June, 1921) c. '21 Austin, Tex., The State of Texas Reclamation Department pap.; cloth apply

Swayne, Norman Walton, comp.

The descendants of Francis Swayne and others. 154 p. O '21 Phil., Lippincott priv. pr. [150 copies]

Thomson, John
The clinical study and treatment of sick children; 3rd ed. 677 p. il. O '21 Chic., Chicago Medical Book Co. $10
Corrected entry. Listed Feb. 18th as Thompson, John.

Tully, Jim
Emmett Lawler. 315 p. D [c. '22] N. Y., Harcourt, Brace $1.90
The story of an American boy who started life as a waif in an orphan asylum, later becoming a tramp and a prize-fighter, who mingled with people from "benevolent sots to cruel philanthropists."

Vox, Carol
The funny fuzzywogs. 12 p. il. Q c. '21 N. Y., Stoll & Edwards Co., inc., 23 E. 26th St. pap. 60 c.

Walkley, Arthur Bingham
Pastiche and prejudice. 300 p. D '21 N. Y., Knopf boards $3

Wallace, Edgar
The angel of terror. 267 p. D c. Bost., Small, Maynard $1.75

Walsh, Edmund Aloysius, ed.
The history and nature of international relations. 299 p. D (Georgetown foreign service ser.) [c. '22] N. Y., Macmillan $2.25
Articles by Stephen P. Duggan, Michael I. Rostovtseff, John Bassett Moore, Leo S. Rowe, Edwin M. Borchard and others.

Walter, Lavinia Edna
A nursery rhyme alphabet; with il. by Charles Folkard, Dorothy Wheeler and J. H. Hartley. 26 p. Q '22 N. Y., Macmillan bds. $1.25

Washington, Booker Taliaferro
Up from slavery. 319 p. S (Lambskin library) [c. '00-'01] Garden City, N. Y., Doubleday, Page leath. 90 c.

Washington, George
President Washington's diaries; 1791 to 1799; transcribed and compiled by Jos. A. Hoskins, 1921. 100 p. O Summerfield, N. C., J. A. Hoskins, P. O. Box 63 pap. $1.50; $2
An original document in which Washington gives an account of the impressions made upon him by the State of North Carolina. Includes diary at Mount Vernon. Jan. 2, 1798, to Dec. 13, 1799.

Weller, Charles Edward
Yesterday; a chronicle of early life in the west. 208 p. front. (por.) D c. '21 LaPorte, Ind., [Author], 206 Masonic Temple $1.50
An account of life in the American west in the 40's.

White, Stewart Edward
Gold; il. by T. Fogarty. 437 p. S (Lambskin library [c. '13] Garden City, N. Y., Doubleday, Page leath. 90 c.
The riverman. 368 p. S (Lambskin library) [c. '07-'08] Garden City, N. Y., Doubleday, Page leath. 90 c.

Williams, Charles, and Collins, V. H., comp.
Poems of home and overseas. 160 p. O '22 N. Y., Oxford University Press $1.35

Williams, Horace Blake
Fundamentals of faith in the light of modern thought.; [introd. by Edwin H. Hughes.] 181 p. D [c. '22] N. Y. & Cin., The Abingdon Press $1.25
Partial contents: Some present-day tendencies in religion; The reality of the unseen; The problem of evil; What is truth?; Life and death; The risen Lord.

Williams, Sidney
The body in the Blue room; front. by J. Clinton Shepherd. 318 p. front. D c. Phil., Penn Pub. Co. $1.75
A mystery story in which the guests at a house party find themselves involved in the murder of a young woman.

Wilson, Harry Leon
Ruggles of Red Gap. 371 p. S (Lambskin library) [c. '15] Garden City, N. Y., Doubleday, Page leath. 90 c.

Winslow, Isaac Oscar
Europe; rev. ed. [with corrected maps.] 3+176 p. il. D (Winslow's geography ser., 4) [c. '21] Bost., D. C. Heath 96 c.

Witwer, Harry Charles
The rubyiat of a freshman. 62 p. front D [c. '21] Chic., The Collegiate World, 107 N. Market St. bds. 75 c.
Letters of a boy at college to his father.

Wolff, Jetta Sophia
Historic Paris; with 59 illustrations. 13+365 p. front., il., fold. map D '21 N. Y., John Lane Co., 4th Ave. & 30th St. $2.50
An historical guide to Paris.

Wood, Bertha M.
Foods for the foreign-born in relation to health; with a foreword by Michael M. Davis, jr. 5+98 p. D c. Bost., Whitcomb & Barrows, 30 Huntington Ave. $1.25
Food for Mexicans, Portuguese, Italians, Hungarians, Poles and other Slavic peoples, Armenians, Syrians, Turks and Greeks, and Jews.

Woodbury, Walter E.
Photographic amusements; including a description of a number of novel effects obtainable with the camera; rev. and enl. ed. by Frank R. Fraprie; 9th edition. 124 p. diagrs., pls. O '22 c. '96-'22 Bost. 17, American Photographic Pub. Co., 428 Newburry St. $1.50
Formerly published in 1905-'14 by The Photographic Times Publishing Association, New York.

Woodson, Carter Godwin
The history of the Negro church. 330 p. il., pls. O [c. '21] Wash., D. C., The Associated Publishers $2

Young, James
A text-book of gynecology. 16+334 p. il. (part. col.) O '21 N. Y., Macmillan $5

Thomson, Henry C.
The Trade-mark file of the U. S. Patent office; its 2 vital defects and their correction; reprinted from the Journal of the Patent office society. 82 p. D c. '22 Bost., [Author], 15 State St. pap. apply

Van Deman, John Watson
Story of the writing of the Star-spangled banner. 28 p. front. (por.) D c. '21 Benzonia, Mich., John A. Van Deman pap. 50 c.

Walker, James
Introduction to physical chemistry; 9th ed. 12+438 p. il. O '22 N. Y., Macmillan $4.50

Index to Spring Announcements

In this list publishers' announcements are indexed by author, title and series. Titles beginning with an important word are usually inverted so that a book on a given subject will be listed under its subject if possible. Fuller information of the books announced will be found in the publishers' advertising pages, index to which is given on page 585.

A. B. C. of the Federal reserve system, The. Kemmerer, E. W. $1.50 Princeton Univ.

A. B. C. of vacuum tubes used in radio reception, The. Lewis, E. H. $1 Henley

Aaron's rod. Lawrence, D. H. $2 Seltzer

Abbé Pierre. Hudson, J. W. $2 Appleton

Abbey (Edwin Austin), R. A. 2 v. Lucas, E. V. $30 Scribner

Abbott-Smith, G. A manual Greek lexicon of the New Testament. 8° $6 (?) Scribner

Accountant, Economics for the. Simpson, K. $2 Appleton

Accounting, The new. Borsodi, R. $7.50 Dodd, M.

Accounting problems, Practical. Pt. 2. Esquerre, P. J. $10 Ronald

Accounts, The philosophy of. Sprague, C. E. $2.50 Ronald

Ackley, Clarence E. Outline history of English and American literature. 12° $1.50 Stratford

Acoustics, Collected papers on. Sabine, W. C. $3 Harvard

Acting, Screen. Marsh, M. $1.50 Stokes

Adam and Caroline. O'Riordan, C. $1.90 Harcourt

Adam and Eve and pinch me. Coppard, A. E. $2 Knopf

Adams, Adeline. Amouretta landscape, and other stories, The. 12° $1.75 Houghton M.

Adams, Henry. History of the United States, 1801-1817. New ed. 9 v. set $27 Scribner

Adams, St. Clair. *See* Morris, Joseph.

Adams, Sherred W. Five little friends. il. 12° Macmillan

Addams, Jane. Peace and bread in time of war. 12° $2 Macmillan

Addison, Medora. Dreams and a sword. 12° $1.25 Yale

Admirals of the Caribbean. Hart, F. R. $3; $12 Houghton M.

Admire, Harry F. Progressive typewriting. Macmillan

Adrienne Toner. Sedgwick, A. D. $2 Houghton M.

Adventures in angling. Heilner, Van C. $3 (? Stewart K.

Adventures of Antoine, The. Owen, H. C. $1.75 McCann

Adventures of a grain of dust. Hawksworth, H. Scribner

Adventures of a tropical tramp. Foster, H. L. $2.50 Dodd, M.

Adventures of Don Quixote, The. Cervantes, M. de. $2 Small, M.

Advertising, Art appeal in display. Parsons, F. A. $6 Harper

Advertising for trade in Latin-America. Aughinbaugh, W. E. $3 Century

Advertising man, The. Calkins, E. E. $1.25 Scribner

Advertising yearbook for 1921-22, The. Praigg, N. T., ed. $2 Doubleday, P.

Affinities, and other stories. Rinehart, M. R. 75c Burt

Afoot in England. Hudson, W. H. $3.50 Knopf

Africa, Wild bush tribes of tropical. Claridge, G. C. $5 Lippincott

After the war. Repington, Lt. Col. C. à C. $5 Houghton M.

Afterlife in Roman paganism. Cumont, F. Yale

Agricultural projects ser. Macmillan
New titles: Ladd, C. E. Dairy farming projects—Watts, R. L. Vegetable growing projects.

Agricultural students, Veterinary studies for. Reynolds, M. H. Macmillan

Ahimaaz, The chronicle of. Salzman M., tr. $2.50 Columbia Univ.

Aiken, Conrad. The charnel rose. $2 Four Seas

Air, 14,000 miles through the. Smith, R. $3 Macmillan

Aitchison, Leslie. *See* Ibbotson, Fred.

Aitken, William. Automatic telephone systems. 2 v. v. 1 $7.50; v. 2 (?) Van Nostrand

Alain-Fournier. Le grand Miaulnes. $1 (?) Scribner

Alden, Raymond M. Shakespeare. (Master spirits of literature) $2.50 Duffield

Alder, W. F. The isle of vanishing men. il. 12° $2 Century

Aleichem, Shalom. Jewish children. Tr. from Yiddish by H. Berman. 12° $2 Knopf

Alexander, Hartley Burr. Odes and lyrics. 8° $2 M. Jones

Algebra, A brief course in college. Ford, W. B. Macmillan

Alice's adventures in Wonderland. Carroll, L. $1.75 Small, M.

Alimentary infections. *See* Vaughan, Victor, C.

Allen, Charles R. The foreman and his job. $3.50 Lippincott

Allen, Frederick J. The shoe industry. New ed. $4 Holt

Allinson, Anne C. E. Roads from Rome. Reissue. 12° $1.50 Macmillan

Allison, William. A secret of the sea. (Copyright fiction) 75 c Burt

Allotropy, The theory of. Smits, A. Longmans

Alloys, The analysis of non-ferrous. Ibbotson, F. $4 Longmans

Almond, Linda Stevens. Little glad heart. Page

Aluminium. Richards, J. W. Baird

Aluminum and its alloys. Grard, C. $5 Van Nostrand
Amateur's book of the dahlia, The. Stout, Mrs. C. H. $3 Doubleday, P.
Ambush. Richman, A. $1.50 Duffield
America faces the future. Drake, D. $2.50 Macmillan
America in Spitzbergen. Dole, N. H. $25 M. Jones
America safe for democracy, Is? McDougall, W. $1.75 Scribner
America, The story of. Pecorini, A. $1 M. Jones
America, Things I saw in. Chesterton, G. K. $3 Dodd, M.
American democracy, Problems of. Burch, H. R. Macmillan
American diary, My. Sheridan, C. $2.50 Boni & L.
American diplomat in China, A. Reinsch, P. S. $4 Doubleday, P.
American foreign relations, The conduct of. Mathews, J. M. $3 Century
American foreign relations, The control of. Wright, Q. Macmillan
American history, Figures from. ea. $2 Scribner
New titles: Muzzey, D. S. Thomas Jefferson—Gordon, A. C. Jefferson Davis.
American history, New viewpoints in. Schlesinger, A. M. Macmillan
American history, The study of. Bryce, J. $1.50 Macmillan
American Indian. Wissler, C. $5 Oxford
American Indian life. Parsons, E. C., ed. $10 Huebsch
American industries. Fuller, W. D. Macmillan
American literature, Outline history of English and. Ackley, C. E. $1.50 Stratford
American negro poetry. Johnson, J. W., ed. $2.25 (?) Harcourt
American novelists, 1900-1920, Contemporary. Van Doren, C. Macmillan
American party system, The. Merriam, C. E. Macmillan
American portraits. Bradford, G. $3.50 Houghton M.
American prisons, Wall shadows: A study in. Tannenbaum, F. $2 (?) Putnam
American Red Cross. 25 c Blakiston
American Sociological Society. Proceedings. v. 16 8° $2 Univ. of Chic.
American treaties, Leading. Hill, C. E. Macmillan
Americanization, Aspects of. Bierstadt, E. H. $2 (?) Stewart K.
Americanization studies. ea. $2.50 Harper
Titles: Gavit, J. P. Americans by choice —Park, R. E. The immigrant press and its control.
America's stake in Europe. Fahs, C. H. $1.35 Assn. Pr.
Ames, Joseph B. Shoe-Bar Stratton. il. 12° $1.75 Century
Among primitive peoples in Borneo. Evans, I. H. N. $5 Lippincott
Amouretta landscape, and other stories, The. Adams, A. $1.75 Houghton M.
Andersen, Hans Christian. Fairy tales. il. (part col.) Nelson
Andersen's fairy tales. New ed. 8 col. il. $2 Small, M.
Anderson, George Wood. Unfinished rainbows and other essays. 12° $1.25 Abingdon
Anderson, Mrs. Larz. Polly the pagan. Page
Anderson, M. B., tr. *See* Dante.
Anderson, Robert Gordon. The isle of Seven Moons. 12° $1.75 Putnam
Anderson, Sherwood. The triumph of the egg. $2 Huebsch
Anderson, Sherwood. Windy McPherson's son. New and rev. ed. $2 Huebsch
Andress, J. Mace., and Annie Turner. Rosy cheeks and strong heart: a health reader for the third grade. 30 c. Macmillan
Andrews, C. E. Old Morocco and the forbidden atlas. Doran
Andrews, Mary Raymond Shipman. His soul goes marching on. 75 c. Scribner
Andrews, Nelson. Finding youth. $1 Atlantic
Andy Ardlon. Leland, R. D. 50 c. Four Seas
Angel of terror, The. Wallace, E. $1.75 Small, M.
Angels and ministers. Housman, L. $1.50 Harcourt
Anglican orders, Bishop Barlow and. Barnes, A. S. Longmans
Angling, Adventures in. Heilner, Van C. $3 (?) Stewart K.
Animal cut-outs from Arkland. Pettee, F. M. 50 c. A. Whitman
Animals of all sorts. 8° 75 c. Gabriel
Animals of the sea. Duncum, M. $2 Nelson
Animals talk, How. Long, W. J. $1.75 Harper
Animals, The minds and manners of wild. Hornaday, W. T. $2.50 Scribner
Animals, Watched by wild. Mills, E. A. $2.50 Doubleday, P.
Anker, Jens. Two dead men. 12° $1.75 Knopf
Annals of a working life, The. Ford, H. $2.50 Doubleday, P.
Anstice, Henry. What every warden and vestryman should know. New ed. 16° 50 c. Gorham
Anthology of Massachusetts poets. Braithwaite, W. S., ed. $1.50 Small, M.
Anthology of the best religious poetry, An. Randolph, A. D. F. $1.75 (?) Putnam
Anthony, Wilder. Hidden gold. $1.75 Macaulay
Apocalypse of John, The. Beckwith, I. T. $2.50 Macmillan
Apology and polemic in the New Testament. Heffern, A. D. $3.50 Macmillan
Apostles, The story of the acts of the. Lynch, D. $2.75 Benziger Bros.
Apostolic age in the light of modern criticism, The. Ropes, J. H. $1.75 Scribner

Apple-tree, The. Bailey, L. H. $2 Macmillan

Appleton, Everard Jack. The quiet courage, and other songs of the unafraid. 3rd ed. $1.25 Stewart K.

Appleton, Victor. Tom Swift and his electric locomotive. 50 c. Grosset & D.

Appleton, W. A. What we want and where we are. $1.50 Doran

Applied chemistry. Peters, F. N. $2.50 Mosby

Arabian nights. New ed. 8 col. il. $2 Small, M.

Archbald, Hugh. Three-hour day in coal. H. W. Wilson

Architecture and industrial arts in old Spain. Mayer, A. L. $7.50 Brentano

Architecture, A history of French. 2 v. Blomfield, R. $25 Scribner

Architecture, The enjoyment of. Hamlin, T. F. $3 Scribner

Architecture, The indispensable handbook of. Fletcher, B. $12 Scribner

Arithmetic, The psychology of. Thorndike, E. L. Macmillan

Arius the Libyan. Kouns, N. C. $2 Appleton

Arlen, Michael. The romantic lady. 12° $1.90 Dodd, M.

Armitage, F. P. Diet and race: anthropological essays. il. 8° $2.25 Longmans

Army, The building of an. Dickinson, J. $3 Century

Army, The soul and body of an. Hamilton, I. $5 Doran

Art, A history of Scandinavian. Laurin, C. G. Amer. Scandinavian Found.

Art and business of interior decoration, The. Herts, B. R. $5 Small, M.

Art appeal in display advertising. Parsons, F. A. $6 Harper

Art (History of); The development of man as revealed by. v. 2, Medieval art. $7.50 (?) Faure, Elie. Harper

Art in religious education, The use of. Bailey, A. E. $1.25 Abingdon

Art, Mexican. Leymann, W. $1.25 Brentano

Art of lawn tennis, The. Tilden, W. T. $2 Doran

Art of the moving pictures, The. Lindsay, V. Macmillan

Art of thinking, The. Knowlson, T. S. $1.35 Crowell

Art, Outlines of the history of. Lübke, W. $7.50 Dodd, M.

Art ser., Universal. il. 8° Scribner
New titles: Parkes, K. Sculpture of today. v. 2 $9.50—Sullivan, E. J. The art of illustration. $8.50

Ascent of Calvary, The. Perroy, Père L. $1.50 P. J. Kenedy

Ashes of achievement, The. Russell, F. A. $1.90 Brentano

Ashley, Roscoe Lewis. The practice of citizenship. Macmillan

Asia at the crossroads. Powell, E. A. $3 Century

Aspects of Americanization. Bierstadt, E. H. $2 (?) Stewart K.

Asquith, Margot: an autobiography. 1 v. ed. il. 8° $4 Doran

Assets of the ideal city. Fassett, C. M. $1.50 Crowell

Aston, F. W. Isotopes. il. 8° $3.25 Longmans

Astronomy. Hawks, E. $2 Nelson

At the cross roads. Comstock, H. T. $1.75 Doubleday, P.

At the moment of death. Flammarion, C. $3 Century

Atherton, Gertrude. Sleeping fires. $1.90 Stokes

Atkey, Bertram. Winnie O'Wynn and the wolves. il. 12° $1.75 Little, B.

Atkinson, Charles E. Lessons on tuberculosis and consumption. il. 12° $2.50 Funk & W.

Atlas, Historical. Hammond. $4 Hammond

Atlas, New handy general. Phillips. $35 Hammond

Atlas of economic geography, Business. $2 Hammond

Atlas of the world, Mercantile marine. $55; $45 Hammond

Atlas of the world, Modern. il. fol. $3 Hammond

Atlas of the world, Pocket. Hammond. $1 Hammond

Atlas, The Scripture. 75 c; $1 Hammond

Atmospheric nitrogen, The fixation of the. Knox, J. $1.25 Van Nostrand

Auction bridge made clear. Foster, A. E. M. $2 McBride

Auction bridge, New. Elwell, H. D. $2 Brentano

Auction for two and three. Work, M. C. Winston

Auction hands, The play of. Denison, E. E. $2 Lothrop, L. & S.

Auction, Modern. Montgomery, G. G. $1.50 Scribner

Auction player, The complete. Irwin, F. $2.50 (?) Putnam

Aughinbaugh, William E. Advertising for trade in Latin-America. il. 8° (Century foreign trade ser.) $3 Century

Authors, Bibliographies of modern. Danielson, H., comp. $4

Automobile Blue Books 1920. New eds. ea. $4 Automobile Blue Books
Contents: New York and New England—Middle Atlantic and southeastern—Middle western—Western and transcontinental.

Automobile repairman's helper. 2 v. William. ea. $3 U. P. C.

Automobile, truck and car painting. Hillick. M. C. Baird

Automotive repair. Wright, J. C. Wiley

Ave Maria (Tu eres la pas). Sierra, G. M. $2 Badger

Ayers, James J. Gold and sunshine. il. 8° $3 Badger

Ayres, Ruby M. The phantom lover. Watt

Ayres, Ruby M. The second honeymoon. Watt
Ayres, Ruby M. The uphill road. Watt
Ayres, Ruby M. Winds of the world. Watt
Ayscough, John. Pages from the past. 8° $2.50 Longmans

Bab ballads, The. Gilbert, W. S. $1.50 Putnam
Babbitt, Ellen C. More Jataka tales. 33 il. 12° $1.25 Century
Babe in the manger, and other stories, The. Stein, E. Page
Babenroth, A. Charles. English childhood. 12° $2 Columbia Univ.
Baby, Health care of the. Fischer, L. $1 Funk & W.
Baby's biography, The new. Kaplan, A. O. $2.50; $3 Brentano
Bacheller, Irving. The light in the clearing. New ed. (Popular copyrights) 75 c. Grosset & D.
Backsliders, The. Lindsey, W. $1.90. Houghton M.
Bacon, Mrs. Albion Fellows. Consolation. 75 c. Atlantic
Bacon and Hamor. American fuels. McGraw-Hill
Bacteriology, A compend of. Pitfield, R. L. $2 Blakiston
Bacteriology, clinical and applied, A manual of. Hewlett, R. T. $6 Macmillan
Baedeker, Karl. Dominion of Canada, with Newfoundland and an excursion to Alaska. New, rev. and enl. ed. 12° $2.50 Scribner
Baedeker, Karl. Switzerland, including adjacent portions of Italy, Savoy, and the Tyrol. New and rev. ed. $4 Scribner
Bagley, William C. *See* Beard, Charles A.
Bagster comprehensive teachers' Bible, The new. Pott
Bailey, Albert Edward. The use of art in religious education. 8° (Community training ser.) $1.25 Abingdon
Bailey, E. H. S., and H. S. Food products from afar. il. 8° $3 Century
Bailey, Elmer J. Religious thought in the greater American poets. $1.50 Pilgrim
Bailey, H. C. His serene highness. $2 Dutton
Bailey, Liberty Hyde. The apple-tree. il. 12° (Open country ser.) $2 Macmillan
Bailey, Liberty Hyde, ed. Cyclopedia of farm animals. Reissue. il. 8° $6 Macmillan
Bailey, Liberty Hyde, ed. Cyclopedia of farm crops. Reissue. il. 8° $6 Macmillan
Bailey, Margaret Emerson. The value of good manners. $1.75 Doubleday, P.
Bailey, William Louis and Hewitt, Clair John. Pastor's manual of survey and program. 8° $4.50 Meth. Bk.
Bain, Charles Wesley, ed. Poems of Ovid. Selections. $1.60 Macmillan
Baird, George M. P. Mirage. (Stewart Kidd modern play ser.) Stewart K.
Baker, Edna Dean. Parenthood and child nurture. 8° $1.50 Macmillan
Baker, Franklin T., and Thorndike, Ashley H. Everyday classics: Primer; First reader; Second reader. il. 12° (Everyday classics ser.) Macmillan
Baker, George P., comp. Representative modern plays. $1.40 (?) Scribner
Bakers, Recipe book for. Baxter. Laird & Lee
Balance, The. Orcutt, W. D. $1.90 Stokes
Baldwin, Mrs. Maud Junkin. The children's division of the little Sunday school. (Westminster graded guide book ser.) 60 c. Presbyterian Bd.
Balkan peninsula, The. Schevill, F. $4 (?) Harcourt
Bamberg, Rev. A. H. Popular sermons on the catechism. 3 v. $8.50 Benziger Bros.
Bancroft, Edith. Jane Allen: senior. 12° $1.50 Cupples & L.
Banking and business. Willis, H. P. $3.50 (?) Harper
Banking and business ethics. Borden, W. E. $1.35 Rand McN.
Banking and credit. Dewey, D. R. $5 Ronald
Bantuland, In the heart of. Campbell, D. $5 Lippincott
Baptism of children, The. May, W. J. 40 c.; 25 c. Abingdon
Barbary. Scott, A. M. $3.50 Dodd, M.
Barbee, Lindsey. The story of Gamma Phi Beta. il. $1.50 Banta
Barber, E. A. *See* Powell, J. N.
Barbour, Ralph Henry, and Holt, H. P. Over two seas. 12° $1.75 Appleton
Barclay, Florence L. The upas tree. (Popular copyrights) 75 c. Grosset & D.
Barclay, (Florence L.), The life of. By one of her daughters. 24 il. 12° $3 Putnam
Barker, Granville. Exemplary theatre, The. 12° $2 Little, B.
Barlow (Bishop) and Anglican orders. Barnes, A. S. Longmans
Barnes, Rt. Rev. Arthur Stapylton. Bishop Barlow and Anglican orders. 8° Longmans
Barnes, T. Alexander. The wonderland of the Eastern Congo. 8° il. $4.50 (?) Putnam
Barnett, Ada. The man on the other side. 12° $1.75 Dodd, M.
Barnett (Canon); His life, work, and friends. By his wife. 16 il. 8° $2 Putnam
Barraud, Rev. C. Meditations on the mysteries of our holy faith. 2 v. $4.50 Benziger Bros.
Barrie, J. M. Plays. New ed. Scribner
Titles: Alice sit-by-the-fire—A kiss for Cinderella—Quality Street—The admirable Crichton—What every woman knows. ea. $1; $2. Echoes of the war—Half hours. ea. $1.25; $2
Barrow, Sarah Field. The medieval society romances. 12° $2 Columbia Univ.
Barry, J. G. The office and work of the Holy Spirit. New ed. 12° $2 Gorham

Bartholomew. Chalk talks and crayon presentation. F. J. Drake
Bartlett, Henrietta, ed. William Shakespeare: Original and early editions of his quarto and folios, his source books and those containing contemporary notices. 8° Yale
Bartley, Nalbro. The gorgeous girl. (Copyright fiction) 75 c. Burt
Bartley, Nalbro. The gray angels. (Copyright fiction) 75 c. Burt
Barton, (Clara), The life of. 2 v. Barton, W. E. $10 Houghton M.
Barton, William E. Life of Clara Barton, The. 2 v. il. 8° $10 Houghton M.
Baseball Joe, home run king. Chadwick, L. $1 Cupples & L.
Basket ball. Wardlaw, C. D. $2 Scribner
Basset, Sara Ware. Ted and the telephone. il. 12° (Invention ser.) $1.65 Little, B.
Bateman, H. M. A book of drawings. $3.50. Holt
Bau, Mongchien Joshua. The foreign relations of China. 8° $4 Revell
Baumann, A. A. The press. (The world of to-day ser.) $1 Oxford
Baur, Paul V. C. Catalogue of Greek and Italian vases in the Rebecca Darlington Stoddard collection of Yale University. 4° Yale
Bax, Clifford. *See* Rubenstein, H. F.
Baxter. Recipe book for bakers. New ed. Laird & L.
Bealby. Wells, H. G. Macmillan
Beard, Charles A. The economic basis of politics. 12° $1.50 Knopf
Beard, Charles A., and Bagley, William C. Our old-world background. Macmillan
Beaty, John O. John Esten Cooke, Virginian. 12° $2 Columbia Univ.
Beaty, John O. *See also* Hubbell, Jay B.
Beautiful and damned, The. Fitzgerald, F. S. $2 Scribner
Beautiful Mrs. Davenant, The. Tweedle, V. 75 c. Burt
Beaverbrook, Lord. Success. $1.25 Small, M.
Beck, Joseph C. Applied pathology of nose, throat and ear diseases. 150 il. $7 Mosby
Beck, L. Adams. The ninth vibration. 12° $2 Dodd, M.
Becke, Louis. Edward Barry. New ed. Page
Becker, Carl. The Declaration of Independence. $2 (?) Harcourt
Beckwith, Isbon T. The Apocalypse of John. New ed. 8° $2.50 Macmillan
Beebe, Lucius M. Fallen stars. $1.50 Cornhill
Beer, Thomas. The fair rewards. 12° $2.50 Knopf
Beerbohm, Max. A survey; fifty-one cartoons. $4 Doubleday, P.
Beerbohm (Max) in perspective. Lynch, B. $3.50 Knopf
Beetles, More. Fabre, J. H. $2.50 Dodd, M.
Begbie, Harold. The ways of laughter. 12° $2 Putnam
Behenna, Catherine Arthur. Mystic songs of fire and flame. $1.50 Cornhill
Belding, A. G. Business correspondence and procedure. 12° $1.50 Ronald
Belief in God. Gore, C. $2.25 Scribner
Bell. The telescope. McGraw-Hill
Belloc, Hilaire. Cautionary tales for bad children. il. 8° $1.50 Knopf
Belloc, Hilaire. The House of Commons and monarchy. 12° $2 Harcourt
Belloc, Hilaire. The Jews. 8° $3 Houghton M.
Bells of the blue pagoda, The. Cochran. Presbyterian Bd.
Belonging. Wadsley, O. 75 c. Burt
Belshazzar court. Strunsky, S. $2 Holt
Beman, Lamar T. Current problems in taxation. (Handbook ser.) $2.25 H. W. Wilson
Beman, Lamar T. Study of Latin and Greek. (Handbook ser.) $1.80 H. W. Wilson
Bender, Harold H. The home of the Indo-Europeans. $1 Princeton Univ.
Benecke, E. Polish tales. 16° $1; $1.75 Oxford
Benét, William Rose. The first person singular. $1.75 Doran
Bénézet, L. P. A young people's history of the world war. il. 12° Macmillan
Benham, W. Gurney, ed. A dictionary of classified quotations. 8° $5 Crowell
Benjamin, C. G. *See* Plum, H. G.
Bennet, Robert Ames. Bloom of cactus. (Copyright fiction) 75 c. Burt
Bennet, Robert Ames. Waters of strife. Watt
Bennet-Thompson, Lilian, and Hubbard, George. Without compromise. 12° $1.75 Century
Bennett, Arnold. Mr. Prohack. $1.75 Doran
Bennett, E. Mason of Bar X ranch. (Copyright fiction) 75 c. Burt
Bennett Malin. Singmaster, E. $2 Houghton M.
Benoit, Pierre. Salt Lake. 12° $2 Knopf
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BOOK MEDIUMS

A recent survey brought out the fact that in the last two years publishers' advertising increased in volume when that of other industries showed a marked falling-off. Publishers have continued to lead other industries in lineage in the large newspapers even this year.

This has resulted in decided gains in the booksellers' business and has been the means of increasing the amount of news and publicity about books. There are to-day a greater number of newspapers and periodicals which print news and reviews of books, and even the older established book mediums are giving more space to books.

Book mediums have shown a vast improvement in editorial contents and mechanical makeup. Better and more interesting material is presented to book lovers, and modern printing methods have been utilized to make the book pages more attractive in appearance and general appeal.

The circulation of such book sections has gone up by leaps and bounds and they have indeed become a dominant factor in the campaign for the wider and wiser use of books.

Book Business Will Gain

The bookseller can promote sales in his store by using the authoritative reviews of books which appear in good book mediums. It is very helpful to keep a file of recent issues of the important book review mediums in a convenient place so that customers may refer to them. This will be the means often of helping customers find "that book which I saw reviewed the other day." It is business which should not be turned away, as it some times is, when it can be so easily held.

Reprints of book review mediums are now being offered to the dealers at a low cost. Full advantage should be taken of such offers.

SPRING ANNOUNCEMENT

Wednesday and Saturday are the Book days of The Boston Evening *Transcript.*

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THE BOOK REVIEW and Magazine combines a local with a national circulation and has the largest sale of any literary magazine in the world —more than 550,000 copies each issue.

PERSONS WHO purchase the Book Review and Magazine are more intelligent and more interested in good reading than the average. An announcement in its columns is presented to the attention of thousands of book readers and owners of large and well selected libraries.

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Sidney Williams

Reviews all that is new in the world of books

Every Saturday in

THE NORTH AMERICAN

PHILADELPHIA

"Intelligentsia" and "Cognoscenti"

There was a day when only the special folk designated by those formidable words were presumed to be privileged to discuss literature.

The majority of book supplements catered almost exclusively to them. At least, so one judged by reviews and articles. The ordinary mortal, wading through the marshes of usual book-criticism, found himself going under. Apparently his brow was not high enough for successful exploration.

The Book Page of The Chicago Daily News took quite a different viewpoint.

The Chicago Daily News established once and for all the fact that literature can be treated with dignity, and yet without all the fustian and verbal folderol of literary snobs.

It believed that really good books needed no specialized audience; that they could be appreciated by anyone; and that the kind of criticism that counts is the kind that will explain the true value of a work—whether good or bad—in language that is comprehensible to the casual reader as well as the most determined book-fan.

Such is the criticism always to be found on The Wednesday Book Page of The Chicago Daily News. Authentic reviews in a style of brilliant informality, interesting to every-day persons as well as to the "cognoscenti" and the "intelligentsia."

That is why advertising in The Chicago Daily News sells good books. Publishers, who are the real judges of paying reader-interest, accordingly place the bulk of their Chicago advertising in The Daily News.

Following is the comparative record of book-lineage in Chicago papers for the month of February, 1922:

The Chicago Daily News	**9,369 lines**
Tribune	**4,137 lines**
Herald-Examiner	**2,910 lines**
Post	**7,753 lines**
American	**—— lines**
Journal	**—— lines**

The Book Page reaches EVERY class of reader.

THE CHICAGO DAILY NEWS

FIRST IN CHICAGO

Double Service to Booksellers

performed by

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But do you know how valuable *The Literary Review* can be to you in your own business? Do you realize that you can use the authoritative reviews that appear in it to promote your own sales? *The Literary Review* sends weekly a wave of book-hunger across America. Powers of Minneapolis, Ayres of Indianapolis, and many other bookstores have made *The Literary Review* a strong link in their selling plan. Some of these bookdealers have taken advantage of our group subscription plan, and are mailing out *The Literary Review* with their imprint to a selected list of customers. Write to us for our special bulk order prices.

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Why not make your shop known not only to the people of your locality but also to booklovers everywhere? For one dollar you can carry a standing announcement of four lines, well displayed, in "The Bookshop," our classified advertising department, on an editorial page devoted to book sales. Note this testimonial from Leslie Chaundy & Co. of London:

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It sells books

¶ Says John G. Kidd, of Stewart Kidd, Cincinnati: "I can most gladly recommend ***The Book Review.*** In my mind it is the best and most individualistic of this sort of house organ. It has certainly produced results for us. I know our customers find it a real valuable guide for their selection of books."

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Why Booklovers Read

The World

—and also why The World is one of the country's greatest factors in the distribution of books.

WITH 1922, The World entered upon a notable program of editorial expansion. Among the recent aquisitions to the staff is Heywood Broun, who has been called one of the most brilliant writers in America. His daily column, "It Seems to Me," devoted to worthwhile book reviews, current events and the stage, is a contribution of strength and power to the daily journalism of the country.

Another new World feature is "The Conning Tower" of Franklin P. Adams, otherwise "F. P. A.," whose "colyum" has for many years served as the daily shock absorber for jaded New Yorkers, who found in it each morning that jovial admixture of good nature and sound philosophy that gave them courage to face another twenty-four hours with a smile.

Deems Taylor, himself a musician of note, writes about music for The World, and to the already strong editorial page, which commands pens among the most trenchant in America, there came with the new year Walter Lippmann, who, as an author and Associate Editor of *The New Republic*, has acquired a justified reputation for the sanity, the clarity and the easy understanding of his political philosophy.

The World

Pulitzer Building, New York

Rare Books, Autographs and Prints

ILLUSTRATED art publications, reference books for the connoisseur and French and English literature from the estates of Cyrus Hitchcock of East Orange, N. J., the late Professor Kirby Smith of Baltimore, and the late Charles H. Russell and Edward Brandus of this city, with additions, were sold at the American Art Galleries March 1 and 2, bringing $5,399.50. Prices generally were low.

Three sales take place at the American Art Galleries beginning with the middle of the month. On March 15 and 16 library sets, first editions, art and colored plate books, English and French literature, including the extensive collection of Cruikshankiana formed by the late John P. Woodbury of Boston, will be sold. This sale contains choice and rare books in fine condition, many in bindings by English and Continental masters. On March 17 several consignments will be sold, consisting of books, manuscripts, views, portraits, including rare items relating to California and the Far West from the collections of John Mack of Albany and H. R. Wagner of Berkeley, California. On March 17 and 18 Civil War books, autographs and views, including correspondence of Confederate officials, southern and northern publications, and the Charles B. Reed collection of Lincolniana, will be sold. These three sales, which occur on four successive days, contain many choice books of interest to the book lover, and not a few of real importance to the collector.

A new edition of Boswell's "Life of Samuel Johnson," in ten volumes, printed on Old Stratford paper, limited to 785 sets, bound in boards, half and full levant, to be known as the "Temple Bar Edition," will shortly be published by Doubleday, Page & Company, the sale to be exclusively in the hands of Gabriel Wells, of this city. The illustrations, some fifty in number, including several double-page plates, will be in photogravure and will consist of portraits of Johnson, Boswell and other celebrities, views of places asociated with Johnson's life, memorable scenes in his career, and facsimiles of letters and manuscripts of Johnson and his correspondents. These illustrations, many of which have never been published, are reproduced from the famous collection of R. B. Adam, of Buffalo. The volumes will each contain an introduction in the form of an essay, written by a prominent man of letters or by a Johnsonian authority, especially for this edition under the general editorship of Clement Shorter, editor of *The Sphere* of London. The writers of these essays are as follows: Aleyn Lyell Reade, an English authority on Johnson and Boswell; Augustine Birrell, English author and publicist; Professor William P. Trent, of Columbia University; Gilbert K. Chesterton, English essayist; A. Edward Newton, author of "The Amenities of Book Collecting;" John Drinkwater, English dramatist; R. B. Adam, the owner of the finest collection of Johnsoniana in existence; Walter de la Mare, English poet and essayist; Professor Chauncey Brewster Tinker of Yale University, an American authority on Boswell; and Richard Ashe King, London author and journalist. The volumes will be of medium size, light weight, printed from large type, making, we believe, one of the finest reading editions of this masterpiece that has ever been printed. There will be considerable demand for this set from across the Atlantic as soon as its merits become known and the remainder of the edition is likely to go in a hurry when it is ready for delivery.

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The Weekly Book Exchange

Books Wanted and for sale

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Adair's Bookstore, 1715 Champa, Denver, Colo.

Taylor, Indian and Frontier Life.
Taylor, Kalescopic Life.
Loyd, Ency. of Puzzles.
Three Years in Arkansas.

Aldus Book Co., 89 Lexington Ave., New York

Sketch Book of Geoffrey Croyon, 7 parts.
Bigelow, Reduction of Hip Joint Dislocation by Manipulation; please quote again.
Bigelow, Fragments of Medical Science and Art.
Anderson, Windy McPherson's Son, first ed.
Anderson, Mid-Western Chants, first ed.
Anderson, Winesburg, Ohio, first ed.
Butler, Way of All Flesh, first ed.
Clemens, Jumping Frog, first ed.
Clemens, True Story, first ed.
Clemens, Tom Sawyer, first ed.
Clemens, What is Man, first ed.
Bret Harte, All rarer items.
Robinson, Man Against the Sky, first ed.
Robinson, Ed. Arlington, all firsts.
Whitman, Leaves of Grass, first and second eds.
Yellows Book, vols. 2 and 3, original ed.
Wheelock, Eleazer, 5th Narrative, Boston, 1771.

American Baptist Publication Society, 1701-1703 Chestnut St., Philadelphia

Lighted Windows, Crane.
Just Human, Crane.

American Bee Journal, Hamilton, Ill.

American Bee Journal, full set.
Also copies of defunct bee journals and bee books published previous to 1890.

William H. Andre, Suite 607 Kittredge Bldg., Denver, Colo.

Boswell's Life of Johnson, ed. by Roger Ingpen.
Mackey's Encyclopedia of Freemasonry, 2 vols.

Bailey's Book Store, Vanderbilt Square, University Block, Syracuse, N. Y.

Romance of Words, weekly pub. Dutton, originally $2.50
Book on Illumination, pub. by McClurg.

Wm. Ballantyne & Sons. 1409 F St., Washington, D. C.

Darby O'Gill and the Good People.

Barnies' Haunted Bookery, San Diego, Calif.

Architectural Buildings, colored.
Becker, Lewis, Anything.
Belcher, Lady, Mutiny of the Bounty.
Binner, Old Stories Retold.
Gorham, Brother of the Third Degree.
Hansell, Julius, Creation of Life and Its Maintenance.
Hill, D. J., Psychology.
Janvier or Denvier Drafts.
People's Draft Book.
Millar, W., Plastering, Plain and Ornamental.
Münsterberg, Hugo, On the Witness Stand.
Poster Designing, Colored Plates preferred.
Sayce, A. H., Monuments, Facts and Higher Crit. Fancies.
Sunset Mag., May 1916.
Winter, Wm., Poems containing Rubicon.
Send for my list B. W. and F. S.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Disenchanted, by Loti.
The Green Flag, Doyle.

Behymer's Book Shop, 1204 Olive St., St. Louis, Mo.

The Graves-Ditzler Debate, 1184 pages. (Known as the Great Carrollton Debate.)
Flatland, by A. Square, pub. by Seeley, date unknown.
Wells, Outline of History, vol. 2 only, Macmillan Pub.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

The Bobbs-Merrill Company, Indianapolis, Ind.

Amazing Grace, by Kate Trimble Sharber.
The Just and the Unjust, by Vaughan Kester.

The Book Shelf, 112 Garfield Pl., Cincinnati, O.

Lourdes, Zola.

The Bookster, 148 Lexington Ave., New York

Spielhagen Through Night to Light.
Gregorovius, History of Rome.
Pastor, History of the Popes of the Renaissance.
Wycherly and Congreve, Plays.
Mark Twain first editions.

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The Bookster—Continued

Carryl, Guy Wetmore, Grimm Tales Made Gay.
Powys, Visions and Revisions.
Herman Melville, first editions.
Hegel, Philosophy of History, 2 copies.
Cook, Beautiful Womanhood.
Book on the Round Churches of England.
Byron, Poems and Plays, vol. 1 and 2, Everyman's ed., leather.
Walt Whitman, Poet Liberator of Woman.
Sanborn, Life of A. B. Alcott.
Church, Age of Queen Anne.
Dought, Wanderings in Arabia.
Wetherill, The Wandering Joy.
Lindsay, Handy Guide to Beggars.
Anything else of Lindsay.
Cabell, Genealogies by.
Cabell, all first editions.
Dreiser, all first editions.
Huneker, Chopin, first ed.
Anderson, Sherwood, first eds.
Hergesheimer, Joseph, Lay Anthony.
Hergesheimer, Joseph, all firsts.
Hearn, Lafcadio, first eds.
Roosevelt, T., Any autograph material.
Grolier Club Whistler, 2 vols.
Beerbohm, Max, Anything by.
O. Henry, first eds.
Carrington books.
Bronson Howard, An appreciation, Scribner 1905.

E. P. Boyer, Bourse Bldg., Philadelphia.

Clausewitz, Campaign of 1812 in Russia.
Fain, Manuscript of 1814.
Gourgaud, Campaign of 1815.
Wilson, Russian Army and Campaign in Poland.
Berthier, Campaign in Egypt.

Brandt & Kirpatrick, 101 Park Ave., New York

The Typhoon by Melchior Lengyel.

Brentano's, Fifth Ave. and 27th St., New York

Redhouse, Turkish-English and English-Turkish Dictionary.
Greek Testament, Students Edition With Notes, bound in black leather preferred.
Our Presidents and How We Make Them, Col. McClure.
Great Treason, M. A. M. Marks.
Dishonored, Thed. Gift.
What Men Like in Women, E. J. Hardy.
Calendar of Central America and Mexico, Dr. Daniel Brenton.
The Story of a Loaf of Bread, Doran.
Thompsonian Botanical Therapeutics, Thompson.
Nature's Finer Forces.
With Gypsies in Bulgaria, Macfie.
Log of a Sea Waif, Bullen.
Churchyard Literature, Northend.
Quaint Epitaphs, Safford.
Epitaphs, Richings.
Philosophy of Radio-Activity, Savidge.
Dances of All Nations Musical and Descriptive, Chalif.
The Anatomy of the Horse, J. McFadyean.
Twenty Years of Sinking, John D. Pringle.
Shadowy Waters, W. B. Yeats.
Vegetable Materia Medico, Stofford.
Family Herbal—English Plants. Sir John Hill.
Potters Cyclopedia of Botanical Drugs, F. L. Wren.
Kiel and Jutland, Von Hase.
Iron Master, Ohnet.
A Human Document, W. H. Mallock.
Beauty and Ugliness.
The Return, De la Mare.
Jack's Manual.
The Rea Thumb Mark.
The Vanishing of Man.
History of Irish Literature, Eleanor Hull.
Average Jones, S. H. Adams.
Life's Shop Window.
Song of Songs.
Maternity.
Natalie.
The Elite of New York.
Original Humorous Readings, 1888, E. B. Selden.
Old Court Life in France, 2 vols., Elliott.

Brentano's—Continued

Wing-Meadows and Pastures.
Glints of Wisdom, W. W. Colville.
Napoleon, Sketch of His Life, T. E. Watson.
Conquest of Mexico, uniform edition pub. by Lippincott, Prescott.
The Thirteenth District, Brand Whitlock.
I, Mary MacLane.
Hinduism.
Three Lectures on the Philosophy of Wedante, Max Muller.
History of Christianity, John Abbott.
Wolfville, Lewis.
By Rule of Three, Hubbard.
The Soul Milicent, Cabell.
I, Ames and Others—Orchidaceous.
The Little Cities of Italy, 2 vols., A. Murel.
The Man in Lower Ten, Mary R. Rinehart.
Tom Brown at Rugby—Tom Brown's School Days,
Tom Brown at Oxford, fine edition of Porter Coates.
Unleavened Bread, first ed., Grant.
Gentleman from Indiana, first ed., Allen.
Choir Invisible, first ed., Allen.
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The Christian, first ed., Caine.
The Children of the King, first ed., Crawford.
White Sister, first ed., Crawford.
Audrey, first ed., Johnston.
Adventure of Francois, first ed., Mitchell.
Plato, 5 vols., Oxford edition, Jowett.
Browning's Studies, Selected Papers, 1895, Berdoe.
Florence in the Poetry of Robert Browning, Benson.
Uncle John's Tour in Europe.
Robert Browning, Chas. Herford.
Egypt, 13 vols., Maspero.
Chartreuse de parme, 3 vols., Stendhal.
The Genius, Theo. Dreiser.
Practical Healing for Mind and Body, Yarnell.
Catherine II., Gribble.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Record of Group VI, 1920-21, City and Country Schools of New York.
Verses of Adelaide Crapsey.
Santayana's Sonnets.
Bolivians of To-day, pub. by Hispanic Society.
Chileans of To-day, pub. by Hispanic Society.
A Noble Rogue, by Orczy.
Oxford New English Dictionary, by Murray, etc.
Mary Wollenstonecraft, by G. R. S. Taylor.

Brown Book Shop, 328 State St., Madison, Wis.

Chamberlain, Methods in Plant Histology, Univ. of Chic. Press.
Jeffry, Anatomy of Woody Plants, Univ. of Chic. Press.
Gibson, Jost's Plant Physiology.
Stevens, Plant Anatomy, third edition.
Sharp, Introduction to Cytology.
Hildebrand, Principles of Chemistry.
Ricardo, Political Economy.
Boswell, Life of Johnson.
Set of Mark Twain.
Set of Modern American Law, Blackstone,
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Making of Poetry by Fairchild.
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Babyland, bound volumes.
Dictionary, Late T. P. Leather "Internatl." Special
Trollope, Mrs., Domestic Manners of Americans.
Chaucer, Folio ed. before 1700, good copy.
Teuffel's Roman Literature, 2 vols., 1873.
Train, A., Conf. of Artemus Quibble, Scribner.
Talbot (of Shrewsbury) Genealogy.
Smith, F. H., In Thacekary's London, De Luxe ed. only.
Belloc's Tristram and Isuelt, 2 copies.
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Thompson's Eugene Field.
Abelard and Heloise, Letters, give pub.
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Abbott's History French Revolution, 2 copies.

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Avery's History U. S., vols. 1-5.
Abbott's Notable Women of History.
American Statesmen, set H. M. & Co., 2 cop.
Anatomy, set Stereoscope Plates, Edinb. Univ.
Archko Volume.
Buck's Mystic Masonry.
Brown's History Wadsworth, Medina Co., O.
Broughton, Rhoda, any cloth novels.
Britannica, Camb., 11th ed., cloth.
Bendire, Life N. A. Birds, 2 vols.
Brookes, F., Life Emily Montagu, 1769, 4 vols.
Battershall Bk. Bindings for Biblioph., 1915.
Barr, Amelia, Prisoners of Conscience.
Bank's Immortal Hymns, also Songs.
Allison, The Delicious Vice, 16 Mo. Boards.
Browning, 12 vols., In Box, Crowell.
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Moore's, Britton's Old Clocks.
Crane, Frank, In Shrine of Silence.
C. C. Coffin's Days and Nights Battle Field.
Chamberlain's Life of Kant.
Clappe, Wind Band Instruments.
Lavignac's Music and Musicians.
Carleton, Will Y. F., Centennial Rhymes, 1876.
Carleton, Geraldine, A Romance in Verse.
Cox, Palmer, Squibs of California, Ev. Day Life.
Church's Stories of English History.
Cook's Florence Nightingale, 2 vols.
Thayer's Concealing Colorization Animals.
Cobb, Sylvanus, Old Novels by.
Twain, Mark, first eds., and Conn. Yankee, Octavo.
Fisher Hawks and Owls of U. S.
International Dicty., Recent eds., several.
The Dog Book, Describe, give pub.
Dumas, Three Musketeers, Leloirs Illus.
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Garnett & Goss, English Literature, 4 vols.
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Stockton, Adv. Capt. Horn.
Bouchet's The Printed Book.
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Hakluyt's Voyages, set.
Lloyd's Etidorpha, Octavo illus. ed.
Cassell's Ency. of Photography.
Music of Mod. World, 28 vols.
Clark, E. N., The Man with the Hoe, pub. Ohio Farmer.
Howells & Perry, Lib. Univ. Adv. by Sea and Land, 1 vol.
Pasteur Life, 2 vol. ed.
Plautus, vol. 2, Bohn Liby.
Corson's Aims to Literary Study, 16mo, 2 copies.
Nicolay & Hay, Life of Lincoln, 10 vols., Century.
Amiels Journal, 2 vol., ed., Macmillan.
Prentiss, Mrs., Susy's Six Birthdays.
Riddle, A. G., Lawyer and Student.
Riddle, A. G., House of Ross.
Keppel's Golden Age of Engraving.
Virginian Convention Debates, Richmond, 1805.
De Foe, Moll Flanders, Roxanna.

Callahan Book and Stationery Co., 164 South Main St., Salt Lake City, Utah

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Keims, Hist. of Jesus of Nazareth.
Ingolsky, Legends, by Barham.
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With Sully Into the Sioux Land, Hanson.
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Forrester, Warwick Woodlands.
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Forrester, Deer Stalkers.
Curle, Shadow Show, first ed.
Crowds, Lee.
Iron in All Ages, Swank.
Romance of Steel, Casson.
Pendergast, Cromwellian Settlement of Ireland.
Matthews, American Army and Blue Book.
Ayesha, or Return of She, Rider Haggard, 2 copies.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

New International Cyclopedia, last ed., cl. or half mor.
Melville, Moby Dick, also other books by him.
Peirce, Masterp. of Modern Drama, vol. 1.
Allen, Physiological Aesthetics.
Goodwin's Open Sesame, vols. 1 and 3.
Bryant's Forms in Civil Actions.

Central Book Co., 93 Nassau St., New York City

Rutherford, Institutes.
Amos, Jurisprudence.
Burlamaqui, Institutes.

BOOKS WANTED—Continued

Chicago Public Library, Chicago, Ill.

Lewis, M. G., The Monk, 3 vols. in one, Illus. with 24 engravings.

City Book Co., 6 East Pleasant St., Baltimore, Md.
[Cash]

Heliogabulus, by Mencken and Nathan.
Damn, by Mencken.
Another Book on the Theatre, Nathan.
Jane Austen and Her Friends.
Shorter, Charlotte Bronte and her Circle.
Hastings' Bible Dictionary, 1 vol. edition.
Valley of Fear, Conan Doyle.
Copies of Dumas, in English.

City Library, Springfield, Mass.

Buchanan, A Woman's Way.
Caverly, Historical Sketch of Troy, N. H., and her Inhabitants.
Howard, How to Rest.
Hunter, Stiegel Glass, Houghton.
Klein, The Third Degree.
London, God of His Fathers and other stories.
Newcombe, Constructive Figure Drawing.

The John Clark Co., 1486 West 25th St., Cleveland, O.

Bosanquet, Principle of Individuality and Value.
The English Hexapla.
Hays, Wm. S., Poems and Songs. pub. in Louisville, Ky.
McClure, Lincoln and Men of War Times.
Progressive Teacher, Jan., 1916.
Traill's Social England.
Wisconsin Historical Society's Proceedings at 39th, 53d, 56th, 58th, 59th Annual Meetings.
Woodbury, Levi, Writings.
Beckford's Vatek.
Doyle's Mystery of Cloomba.
Fairchild, The Making of Poetry
Ferrier, Susan, Marriage.
Fielding's Jonathan Wild, 1921.
Forster, Downfall of the Roman Empire.
Fry, Educational Dramatics.
Gibbs, Soul of the War.
Bowdoin College Library Bulletin, vol. 1.
Cassell's National Library, vol. 64.
Library of English Classics, containing Sheridan's Duenna.
Overlach, Foreign Financial Control in China.
Shelley, Mary, Frankenstein.
Smollett's Humphrey Clinker, Dutton.
Smollett's Roderick Random, Dutton.
Talbot, Moving Pictures.
Windle, Life in Early Britain.
Complete sets of Balzac, Hugo, Dumas, De Maupassant, in cloth bindings at reasonable prices.

David B. Clarkson Co., 2533 South State St., Chicago, Ill.

Hoffding, Problems of Philosophy.
Hunter, Violence and the Labor Movement.
Royce, Outlines of Psychology.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Luce's Seamanship.
Sheet Anchor or Kedge Anchor.
Benedict, Shorthand.
Plain Talks about Protestantism of Today, Donohoe.
Philosophy of Mysticism, Du Prehe.
Woman of Fire.
Any by Louise Imogen Guiney.
Game Fowl, History, Care, Cooper.
Diamond and Diamond Cutting, Catell.
The World Machine, Karl Snyder.
Forrest Life and Forrest Trees, Springer .

Columbia University Library, New York City

Arts and Decoration, December 1919, vol. 12, no. 2.

Columbia University Press Bookstore, 2960 Broadway, New York City

Thomas Aquinas, Of God and His Creatures.
Encycl. Britannica, 11th ed., cl.
Child, Life of Isaac T. Hopper.
Cournot, Researches into the Mathematical Principles of the Theory of Wealth.
Hegel, Philosophy of History.
Glover, Studies in Virgil.
Anderson, Spicers, Archit. of Greece and Rome.

The John Crerar Library, Chicago Ill,

Annals of the American Academy of Political and Social Sciences for January, 1921.

Jeremiah F. Cullen, 15 South Ninth St., Philadelphia, Pa.

M'Liss, Bret Harte, 2 copies, 1st.
Lost Gallon, Bret Harte, 2 copies, 1st.
Out Croppings, Blue Cloth, 1st.
Jones, Hist. of Juniata Valley.
Indiana County, any.
Bryan, J. Q., Princ. of Filling Teeth, with Porcelains, N. Y., 1900.
Gentry, Nests and Eggs of the Birds of the U. S., bound or in parts.
Hist. of the Mantgr. of Leather, by Davis.
Sister Carries, 1900 ed.
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Last Words, Digby Long & Co., 1902.
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Dartmouth College Library, Hanover, N. H.

Baudrillart, A., Catholic Church, Renaissance and Protestantism.
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Smith, Geo. Adam, Jerusalem, Pub. by Doran.

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October Yale Review, 1921.
Report of Secretary and Treasurer Benjamin Rush, 1827.
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Old China, A magazine published by the Keramic Pub. Co., complete set, bound or unbound, for 1902-3-4.

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Nebraska Historical Society Collections, vols. 3, 4, 1892; vol. 5, 1893; vol. 3, 1899; vol. 5, 1902; part 1, vol. 1, Second Series, 1894-5.
Lachrymae Christi.

Oxford University Press, American Branch, 35 West 32nd St., New York City

The Knickerbocker, May, 1839.

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Country Life, English, Nov. 10, 1917.
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Buck, Cosmic Consciousness.

University of Pennsylvania Library, Philadelphia, Pa.
Annals Am. Acad. Pol. Soc. Sci., Jan. and March, 1921.

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Venerable Henry Law, M.A., Christ Is All, the Gospel of the Pentateuch in Numbers and Deuteronomy, pub. by J. W. Weston, England, about 1860.

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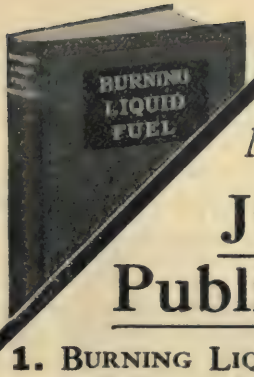

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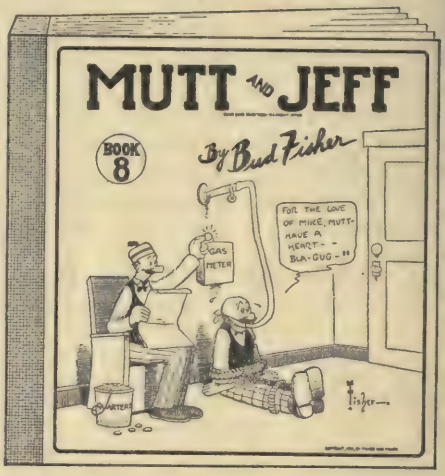

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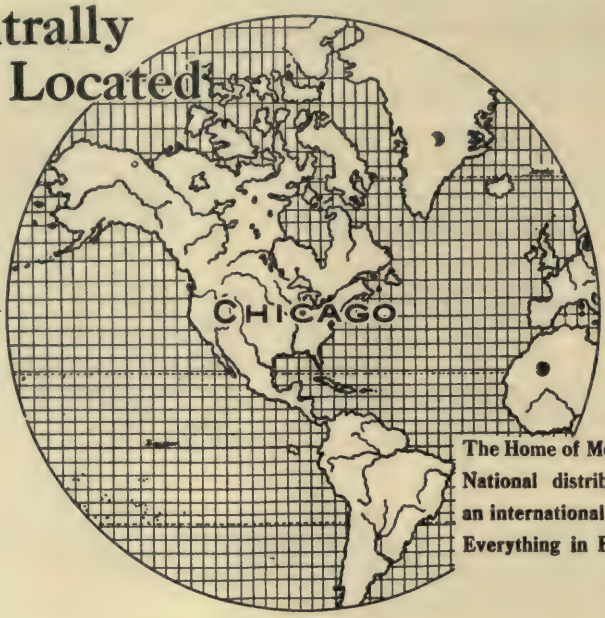

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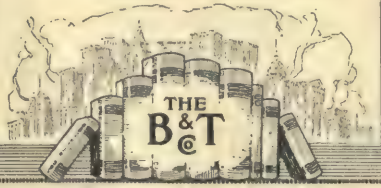

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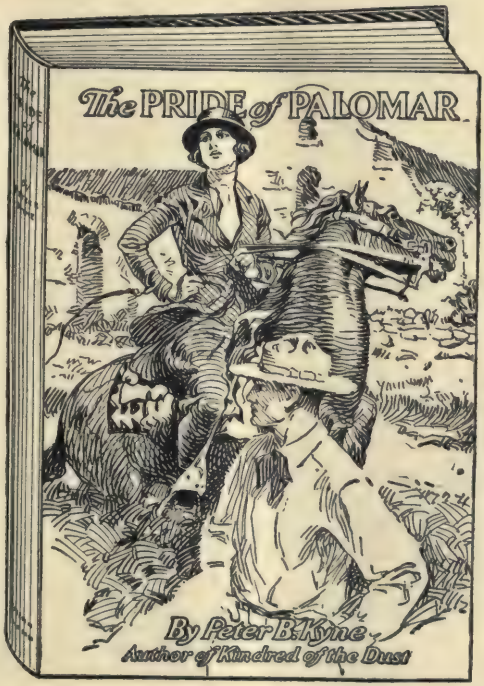

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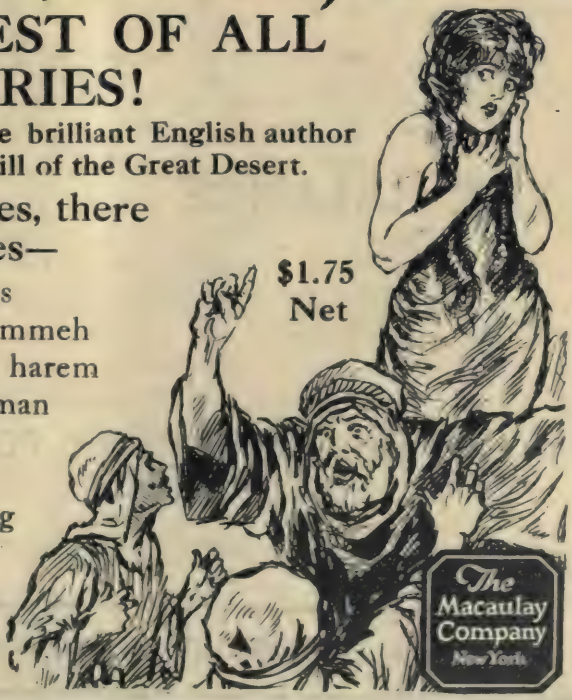

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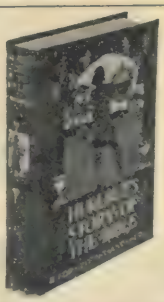

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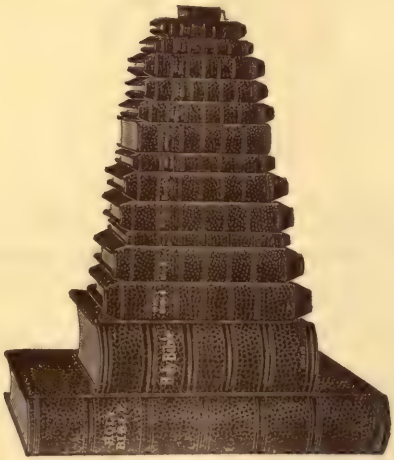

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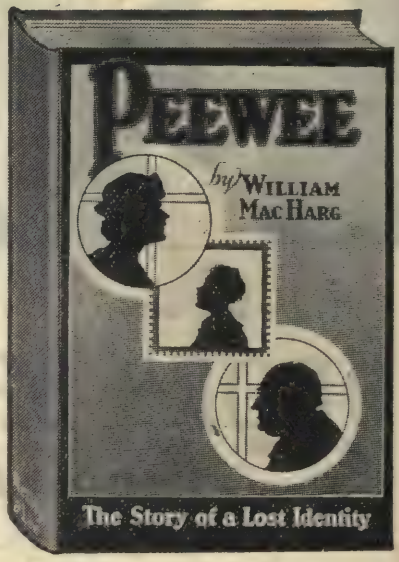

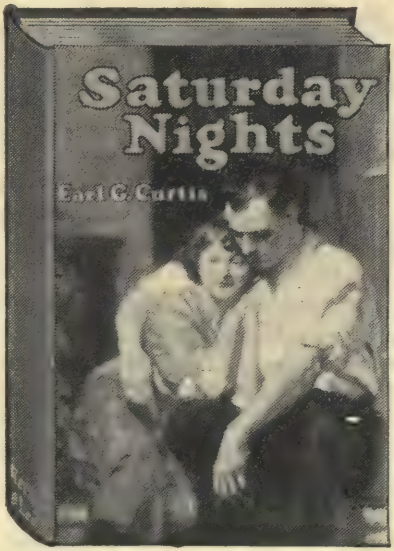

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
FOUNDED BY F. LEYPOLDT

March 18, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Bookstore and the Clergy

ALONG with a general questioning of its authority and influence which has shadowed the Church in the past few years, there has come about a tendency among some people to underestimate decidedly the importance of the leadership which the pulpit of the country really has in our communities. Even tho they now share with other leaders the responsibility for community progress they have a forum and an audience of a size not granted to others. Not fully to realize how the Church as an institution is constantly moulding the thought of the world, as well as serving to bring together for united action millions of people is to have no adequate view of the constructive forces in the country.

One of the weaknesses of many pulpits has been the lack of opportunity for study among the clergy after clergymen have assumed their place in the community. It should be the interest of the bookstore to help bring together the material on which the pulpit will build wider views and greater effectiveness. The bookstore should supply the material with which the pulpit may help to mould the community along the lines of its highest vision. A bookstore does not need to have a fully developed religious department to find this relation to the pulpit of real importance; and one of the best things a bookseller can do is to solidify his connections with those preachers that are really leaders in the community.

Those men who are the real leaders realize as clearly as does the bookseller or librarian the importance of the printed word as a supplement to the spoken word. The very foundation of the Church was laid on this basis, the written word carrying on the vision of the spoken word. That a national movement among the churches to give emphasis to printed religion should have risen so spontaneously is a testimony to the soundness of the idea, and in the second year of its celebration Religious Book Week will have results that could hardly be foreseen when the first plan was made a year ago.

Those who know religious literature in its broadest sense owe a responsibility for guidance to the great public who will be really interested when such guidance is offered. The responsibility should be keenly appreciated as it has come to be appreciated in the realm of children's books. Clear thinking and high thinking were never more necessary, and those who are closely in touch with the distribution of religious literature find that on all sides there is an increased appreciation of this point.

People more and more realize that to have preachers without audiences is to balk high thought at the point of its real usefulness. This is just as true of the printed word. That books of finer vision should be written is a great achievement, but it should be more clearly understood that what is needed is organization and co-operation to get the books read. It takes good machinery and concentrated enthusiasm to get the right book to the right reader, and, as there are only too few who are occupied with this problem, they need to have the co-operative spirit in order to bring about the greatest results.

Religious Book Week

RELIGIOUS BOOK WEEK which has its second annual observance April 2-8, has found a usefulness and significance that gives it an important place among the year-round activities of the book world.

The original suggestion was brought up in the fall of 1920 by a group of publishers and heads of religious houses who felt that there was a wider public desire for the best religious books and a possibility of their distribution far beyond what was being accomplished. This committee believed that by a study of the channels of the distribution of religious books, by offering to those who handled them new ideas and new suggestions for their sale, and by following such a study with a campaign of direct sales promotion, that a great deal might be accomplished that would have lasting effect.

The pulpit and religious press found this idea very much in accordance with their own line of thought, and the result of the joint effort was a great deal of stimulus to the whole field.

SECOND ANNUAL

Religious Book Week

APRIL 2-8

It was significant of the breadth of the plan that all types of religious houses—Evangelical, Catholic, Jewish, Liberal—were to be included, using the same program and putting the same thought forward co-operatively.

After the close of the first year's effort, the committee in charge resolved to extend the work to the next season, and last December the following committee was organized:

H. W. Cressman, American Baptist Publication Society.
Vernor M. Schenck, Congregational Publishing Society.
Charles M. Roe, George H. Doran Company.
Charles E. Bloch, The Jewish Book Concern.
Arthur Kenedy, P. J. Kenedy and Sons.
Arthur F. Stevens, The Methodist Book Concern.
William Thomson, Thomas Nelson and Sons.
F. S. Braselman, Presbyterian Board of Publication.
S. Edgar Briggs, Fleming H. Revell Company.
Donald P. Bean, University of Chicago Press.
Frederic G. Melcher, Chairman.
Marion Humble, Executive Secretary.

As the first plan for the work had come from members of the National Association of Book Publishers, their headquarters were used for the campaign details, and the committee extended to include others who would be naturally interested.

The funds for the work have been from the general campaign collections for Year-Round Bookselling supplemented by separate contributions from those only interested in religious books. The amount available is double that used last year, and will provide for eleven thousand posters, many thousand cards reproducing the poster, thousands of pamphlets distributed to ministers, book bands for Easter giving, and numerous news sheets sent to the book-trade.

The religious press has taken up the plan with a great deal of enthusiasm and understanding, and about thirty of the important papers are having special numbers or special departments on religious books.

Special emphasis has been laid this year on the question of the importance of religious books in the home, and the poster, with the slogan "Good Books Are Life Teachers," is an effort to emphasize this point. Leading clergymen have been generous in their help to the movement, and a score or more articles, taking up the question of religious reading, have been sent to a large number of newspapers and magazines. Many new plans for handling religious books and developing interest in them have developed from this discussion and the committee has found that the interest this year is to be many times that which rewarded the first effort.

The whole movement is one of such fundamental importance to the cause of sound book distribution and appeals to such a tremendous circle of readers that it ought to become as much a permanent part of book distribution as Children's Book Week; and with increased study of the question there will come increased ability to turn the occasion to the greatest possible advantage to the country.

Religious Book Week
A Statement

By William E. Barton
Pastor of The First Congregational Church, Oak Park, Ill.

I am very glad of the establishment of Religious Book Week. It is not enough for people to read the current novels and magazines. Religious families ought to build up good libraries of religious books. Children should be made familiar with them in their youth. It is a wholesome thing for every family who cares for the higher things of life to give attention to the additions that are made to the home library. This ought to include something more than the incidental, trivial and flippant things, which too many people are content to buy and read. If we are to train up a generation capable of sustained thought and possessed of strong convictions, there must be some attention to the selections and purchase of good books for the home.

What is A Religious Book?

By Harold B. Hunting
Author of "The Story of Our Bible," formerly Manager of "The Religious Bookshop," now with McDevitt-Wilson's, Inc.

ONE of the most important religious lecture foundations in the country is the William Belden Noble series at Harvard. In the will which was left by the founder of the lectureship, there is a notable statement which declares that the lectures "may include philosophy, literature, art, poetry, the natural sciences, political economy, sociology, ethics, history, both civil and ecclesiastical, as well as theology and the more direct interests of the religious life." In other words, "the scope of the lectures shall be as wide as the highest interests of humanity." The only limitation is that one end shall be kept in view, "the perfection of the spiritual man."

From this point of view, a much more broad and liberal definition of a religious book is called for than perhaps is usual, at least in most book stores. One reason why some booksellers have not found religious books profitable, may be that they have not clearly understood the answer to our question "What is a religious book?"

What is religion itself? There are many different forms of religion or of what passes for religion. Besides the hundreds of sects in Christendom, there are the other great world religions, and the countless crude superstitions of savage tribes. Yet we recognize, as it were by intuition, that there is a common element underlying all these phenomena, some fundamental human impulse manifesting itself in all these ways. What is it? Students of the problem seem to be approaching agreement. Religion everywhere is closely related to the greatest satisfactions of life. It is noticeable that agricultural tribes usually worship gods and fertility. The "good old German god" of the Prussian military caste, was essentially a war god, just like the war gods of certain ancient nations. On the other hand the religion of Jesus consisted in the worship of a Father in Heaven. In other words, if we may risk a definition, a man's religion is his idealization of what he cares most for. That is what all men are about, when they are sincerely religious.

This conclusion towards which we seem to be led by the best modern students of comparative religion, is obviously in harmony with the spirit of the William Belden Noble lectureship. A religious book is one which helps us to get the really best out of any of the concrete interests of life. Literature, art, poetry, natural science, sociology, history—all of these may be treated religiously. In a way, all good books might be called religious. Certainly all truly good literature is infused with the religious spirit. But there are certain books which more explicitly and directly undertake to point the way to the highest goals of life. These are the books which belong in the "religious" section of the general bookstore.

It follows from the above, however, that in this section there must be sub-classifications. It is a mistake to place all the religious books in the store under the one label "Religion." If religion is the idealizing of all the highest interests of human life, there must be subheadings. For example, there will be a section called "Religion and Social Relations." Here will be placed such books as "Christianizing the Social Order," by Walter Rauschenbusch, and many others advocating and interpreting a more truly socialized religion; a religion which hotly protests against social injustice and industrial tyranny, and seeks to know the God of love, thru the experience of love in everyday human relations.

There will be a section headed "Religious Education," which will not only contain books for Sunday school teachers, but also books which will be helpful to parents in the training of their children. There will be sections on "Religious Art" and "Religious Biography," besides the more common sections devoted to "Bible Study," "Devotional Books," and "Lives of Christ."

On the other hand, there are certain books which might be loosely classed as religious which would be ruled out by the definition we are following, for example, technical theological works and commentaries, collections of sermon outlines and other "homiletical helps." All these are tools for clergymen in their professional work, and are indirectly rather than directly religious. Stores which cater to the "church trade" will profitably handle them. But they do not appeal to the "man on the street." The latter is not attracted, either, by books of sectarian propaganda. He is attracted, however, by books which really help him to get the most out of life—in other words, religious books of the type we have been describing. For the religious impulse is universal.

"There are cities without theaters," said Plutarch; "there are cities without schools; there are cities without walls; but nowhere

have I seen a city without a temple or a house of prayer." Religion is not confined to church people. It sometimes seems that there is as much religion outside the churches as in them. Even men who call themselves atheists will often be found to be deeply religious. Sometimes they make a religion of their atheism. This is why the Bible never ceases to be the best seller. There are also certain religious classics which most stores will always carry because of the constant demand for them; for example, "The Imitation of Christ," by Thomas á Kempis, or, more recently, "The Greatest Thing in the World," by Henry Drummond. These books, as well as the Bible, tell the ordinary man in simple and untechnical language, something about the meaning and purposes of life.

To be able to select the best among the new religious books which are being published from time to time, the bookseller does not need a technical theological training. There is, of course, much trash which passes for religion just as there is trash which is labelled "fiction" or "biography." And the greater one's knowledge, especially one's knowledge of the tendencies of present day religious thinking, the more readily will one discriminate the trash from the worth-while books. Moreover, the bookseller needs to study his local community. Some are conservative and some are liberal. There are books which ought to have a wide sale, except that the very readers who would enjoy them are prejudiced against the author's denomination or school of theology. Religious prejudices are foolish, but they are very persistent. It would be wise for a book seller to consult the publishing agencies of the leading denominations of his town, in regard to the recent books most likely to be salable among the laymen of that particular church. But all this merely means that the same common sense and intelligence are needed in the handling of religious books as in the general book field. The only special requirement would seem to be a certain amount of sympathy for the religious attitude toward life. The man who is thoroly cynical and materialistic in his outlook will hardly make a successful salesman in this department. But with this qualification it would not seem difficult for any of us in the book-trade to understand what a religious book really is, and to build up a business in this type of book which will be profitable both to ourselves and to our customers.

Representation of Religious Thought in the Public Library

By Elima A. Foster
Head of Division of Philosophy and Religion, Cleveland Public Library

[A paper read at the Swampscott Conference of the American Library Association, June 24, 1921.]

IN the city of London at the present time there is being erected by the Bush Terminal Company a great building. Every known method is being used to produce a structure that will long remain, and the owners expect, however optimistically, that its span of life will be two, or even three, thousand years. It has been decided to place a coffer in the foundations, and the advice of H. G. Wells has been sought as to what should be placed in the coffer,—what, in short, should prove of most value to the historian of 2,000 years or so hence, desirous of reconstructing the civilization of this year of grace 1921. Let me read to you Mr. Wells's response to this request for counsel.

"Difficult to make suggestions. Probably commonplace things with their current prices will be of as much value as anything. Safety razor, cotton reel, bottle of pickles, and that sort of thing. Schoolbred's catalog, pre-war and post-war. Samples of patent medicines and what they profess to cure. Dietary of ordinary citizen; typewriter, a sewing machine, and so forth. Dressing-bag with fittings. Current book on How to Behave. A kinema reel of current events. Whitaker's Almanack and Bradshaw's Continental time-tables (Pre-war and post-war). Baedeker's England. Town maps and plans."—H. G. Wells.

These are the things which are to constitute our message to far-distant posterity.

Mr. Wells, somewhat declining from the high vision of his "Outline of History," here seems to emphasize the preoccupation with material things which some writers deplored before the war and which an increasing number have deplored since the war.

The library has, rightly, reflected this public preoccupation. Business branches, technological departments, have been on the increase, and there was no demand made in the camp libraries or by ex-service men returning to their home towns which librarians were more delighted to satisfy than the demand for books on various trades or industries. A consciousness grew that the demand for books of the utilitarian type was causing librarians to place too

little emphasis on some other phases of literature. For it is the proud ambition of librarians to make the public library comprehensive and to bring every part of the book collection to its own degree of perfection, so that there shall be no subject of which the library does not possess the history, the masterpieces, and the past and present thought of men concerning it.

The purview of history which the library gives must be sadly inadequate unless it embraces religious thought, for religion is coextensive with the whole realm of human experience. Thru its entire course, it has preserved these three aspects, a life, a creed, and a ritual, and adequate library representation of the subject must include these three aspects. In an earlier generation, books on religion were largely records of personal, emotional experience, and while William James has taught us the proper respect for these narratives, the field has now enormously widened, and the literature of religion has attained a social value which could not have been secured by the merely personal document. Aids to this development in the field of religious literature have been the study of comparative religion with its various adjuncts, such as ethnology and mythology, and the increasingly absorbing study of the psychology of religion. Professor Pratt of Williams College, in his recent book, "The Religious Consciousness," concludes as a result of his study that religion is ineradicably rooted in our "whole psycho-physical organism," and Professor Watson, in his Gifford lectures, reminds us that "the history of religious ideas cannot be treated as simply the record of different and conflicting views about the same or kindred topics; it must be conceived as the ever fuller development of a germ that in its complete differentiation comprehends the whole of life."

Surely, viewing the need from the standpoint of history, the library cannot allow a collection of religious books brought together by any other method than that of selection guided by mature judgment.

The associations of pastors and other church workers, the organized Sunday Schools and teacher training institutes, the groups for the study of the Bible, of Missions, of Church history, should have their needs considered by the library. The worth of the material studied by these groups has increased considerably during the past fifteen or twenty years, and we have adequate ground for believing that the library can bring to the attention of those who are still using books of the older type, the more vital literature available at the present time.

In these groups are to be found the men and women who, either now or later, will be influencing others. Librarians have learned that service to teachers is of manifold value, in that it benefits not merely the individual teacher but his pupils as well. A fair proportion of our population listens, week by week, to the utterances of priest, pastor, or rabbi. The richer the intellectual and spiritual life of these men, the more effective leadership will they be able to exercise. Oftentimes the only reading of the minister in the small town is a denominational journal, and because of inadequate salary and lack of broadening opportunities, he is peculiarly dependent upon the library. Our obligation to these ministers and, thru them, to their congregation is plain.

We are accustomed to think of people in groups, because thus we find it easier to ascertain and supply the books relating to the subject on which their interest is focused. But every individual has, or should have, many interests. There is no reason why the man who uses the business branch or the technological department should concentrate on employment management or automobile manufacture during all his waking hours. The stockbroker may revel in Amy Lowell's polyphonic prose, the street car conductor may be well versed in art appreciation, the mechanic may refresh his soul with the Psalms. Dr. Cabot, in writing "What Men Live By," has named work, play, love and worship as the essentials of real life. The library serves men in the realm of their work, their recreation, their sense of romance. Shall it not serve them, too, in the broadening of their spiritual vision, the relating of their everyday tasks to the eternal things,—inherent elements of worship?

Emily Dickinson phrases it for us thus:—

He ate and drank the precious words,
His spirit grew robust;
He knew no more that he was poor,
Nor that his frame was dust.
He danced along the dingy days,
And this bequest of wings
Was but a book. What liberty
A loosened spirit brings!

Promotion for the Churches

IN the second year the task of the Religious Book Week Committee has been greatly lightened by the fact that the churches have understood more exactly what was being accomplished and the fundamental advantage of connecting the reading of religious books with the church life. From all directions there come reports of churches taking up the subject and bringing the problem of good reading directly to the congregations. Most of the large religious denominations are sending out thousands of copies of a pamphlet explaining the meaning of Religious Book Week, about forty thousand of these having gone out altogether besides the thousands of posters.

Meeting the Demand for Religious Books

By D. K. Medcalf,

Scrantom's, Inc., Rochester

THERE is no special formula or recipe for selling religious books. General rules apply to this class of literature as to any other with, however, more thought and care in the selection of the right kind of sales people for assignment to a religious book department.

The Fluffy-Ruffles can sell effectually without undue strain upon a meagre mentality, the bulk of our present day novels, but the man or woman who is called upon to sell theology to thinking people, either clergy or laity, must know books, for the creed of one is heresy to another, and the militant churchman doesn't easily forgive or forget.

Next in importance to having the right people for this particular work is the selection and maintenance of an adequate, tho by no means excessive, stock of books and other church and Sunday school supplies. We do not pretend to carry a large general stock of reference theology, as we have found that our customers do not expect to find the heavier volumes in stock and are perfectly willing to order these from a catalog.

Our religious stock is divided into the following classifications and of each we have, perhaps, an average of twenty-five titles:

Mission Study,
Church History,
Sermons,
Homolitics,
Immortality,
Biography,
Devotional Books,
Religious Essays,
Expositor's Bibles,
Hymn Books,

Bibles and Prayer Books, stocked in larger quantities than other titles.

While we have among our good book customers a number of ministers, we are afraid it would not be possible for us to conduct a separate Religious Department if we were to rely upon the clergy for the bulk of our business. Altho the latter are usually anxious to increase their libraries, there are comparatively few who are able to indulge themselves in what would be in their circumstances, the luxury of buying books.

Our appeal is made to church leaders, Sunday school superintendents and those of the laity who are enthusiastic church workers. As we have for many years supplied (at a very nominal profit) the majority of the local churches and Sunday schools with supplies, we have, in this way established a contact which brings to us the various classes of people who are interested in more serious literature. This one fact, we believe, has contributed more to the development of our religious book department than anything else.

It is our custom to circularize religious books and materials specifically about four times a year, when we send to a large number of both clergy and laity, catalogs or lists supplied by the larger publishers with our imprint. We quite frequently send out folders and letters to a selected list in an endeavor to get business on some particular book or item for the Sunday school.

During the past few years, a certain few ministers have undertaken to review from their pulpits important new books, and in some instances, have used popular novels as texts for their sermons. We have found it, therefore, a pretty good plan to keep in touch with these clergymen and frequently send them gratis copies of books which we feel would be of interest to them, and incidentally, by their recommendation create or further the demand.

We firmly believe that the book-store should be conducted along lines which will make of it a civic institution—on a par with the school and college. It must reflect the best thought and highest ideals of the community it serves and it will then become a headquarters for thinking people. To fail in providing religious literature for those who desire it, or to neglect to stress the importance of providing children with the better kind of books is profligately to deny two of the greatest potential factors in the development of a healthy book-trade.

Easter Greetings

THE Year-Round Bookselling Committee has prepared a most attractive band for Easter giving printed in deep purple with the words "Easter Greetings" in white lettering. There was so much demand from the retailers for the Valentine band that this new one has been prepared. They are sold to booksellers at cost of production and will serve the double purpose of increasing the interest in the displays, both in the window and on the counter and will clinch a great many sales.

A Lending Library in the Church

By Rev. Dwight L. Bradley

Congregational Church, Webster Groves, Missouri

THERE is an obvious hiatus between the thinking of the modern preacher and that of the average layman. It is due largely to the difference in opportunity for reading. Alert ministers are in touch with the best contemporary writing. Business men and busy women do not so easily discover what is most important in the world of books. A preacher is given the leisure or should insist upon taking it, to select between the primary and secondary output of modern thinkers. He is in a position to suggest to those whose occupations keep them engrossed with other matters just what would be most worth-while for them, with their limited time, to read.

It has been my experience that the people who go to church are anxious to be intelligent about the life of their times. Some, of course, do not care. But there is an astonishing intellectual hunger among men and women today, and hungry-minded people still, in spite of many a rebuff, come to our churches hoping to find the stimulation and nourishment which they so crave. Here, then, is an opportunity for the minister who really wants to do some vital service.

In our church we have established what we call a "Loan Library." Upon a table in the church vestibule are placed each Sunday certain books chosen for their timeliness and pertinence. They are taken from the private library of the minister. They are selected with a view to presenting our people with the best current literature dealing with every important side of life. All points of view that are actually constructive, are represented. And the types vary from a recent anthology of modern poetry to the latest report of the Chemical Foundation.

It may be interesting to note a partial list of the books which are available to our congregation thru the Loan Library. "What and Where Is God?" Swain; "Clerambault," Rolland; "Enslaved," Masefield; "Jesus' Principles of Living," Kent and Jenks; "Can the Church Survive in the Changing Order?," Fitch; "Main Street," Lewis; "The Jesus of History," Glover, "The Challenge of Saint Louis," Mangold; "The Education of Henry Adams" and "The Degradation of The Democratic Dogma," Adams; "Outline of History," Wells; "The Young Man from Jerusalem," Ballentine; "The Second Book of Modern Verse," an Anthology; "Creative Chemistry," Slosson; and others of equally varied sort.

Just as I was writing the last paragraph, one of the truly intellectual women of this city, a member of the Board of Education and a leader in every progressive movement of reform but not a member of our church, came into the office and asked for "some more books to read." She left with Ballentine's "Young Man from Jerusalem," Zweig's marvelous biography of Romain Rolland, and Robinson's "Life of Paul." Earlier in the morning a fellow minister, retired, came to get the late Professor Genung's masterful and poetic study of the Bible, "The Life Indeed." Thus not only on Sunday do people come to the church to find something to satisfy their deeper cravings.

Whenever some new book like the most recent report from the Russell Sage Foundation or Hutton's "The Proposal of Jesus" comes from the press, I read it and transfer it at once to the Loan Library. People ask, "But don't you lose your books by letting them go out like that?" Of course I lose some of them. But it is worth the risk. Which is better, to take a chance of saying goodbye to one of my books by getting it into circulation, or to keep my library intact by letting it lie idle and dusty upon its shelves? Along with the Loan Library there goes a program of publicity and suggestion. I speak on the books which seem most important, or which people are reading in greatest numbers. When I give a "book sermon" I always print a three hundred word review or analysis of it in the church calendar. Then I paste the review into the fly-leaf of that book. The persons who take the book, thus, have the preacher's point of view, (for whatever it is worth) and can enter the first pages with a general preparation of mind. In the case of "Main Street" it was important to have an analysis; for to the unanalytic mind the novel appeared either a grotesque caricature of American life or a complete picture of social conditions. The same value is found in careful analysis of Rolland's poignant "Clerambault."

I can think of nothing more important than for the preacher to use every available means to bridge the gap between his own thinking and that of the people in the congregation. And the Loan Library is one potent means. It is a bridge of broad span.

*Prepared for the Religious Book Week Publicity.

A New Impulse to Religious Reading

THE Religious Book Week Committee has gathered from many prominent leaders an expression of opinion as to the importance of wider religious reading. These articles have been sent out over the country to the religious press and daily papers and give a valuable indication of the real meaning of the movement. A few typical papers are reprinted here by permission of the Committee.

I

A Man and His Reading

By Harry Emerson Fosdick, Author of "The Meaning of Prayer," etc.

SOMETHING very significant has happened to a man when he realizes that in books the greatest souls of the world will come to call on him as tho there were no one else on earth whom they had to call upon.

"What do you read, my lord?" said Polonius, and Hamlet answered, "Words, words, words." Many a modern vicitim of the invention of printing might say the same. With all the reading that is done, how few people know the experience which made Mrs. Browning say, "No man can be called friendless who has God and the companionship of good books."

Some books are our servants. They run errands for us. They are mental drudges. They bring us information; they tell us news; they keep us up-to-date; they equip us for our trade. But the great books are not our slaves; they are our masters; we sit at their feet to learn. "Look," they say, and, looking we catch new visions of life's significance. "Consider," they say, and considering, we are captured by a new truth and our spiritual power is multiplied. A man's life is made by the hours when great ideas lay hold upon him and except by way of living persons there is no channel down which great ideas come oftener into human lives than by way of books. Said Charles Kingsley, "Save a living man, nothing is so wonderful as a book."

Many people shrink with a kind of modest reticence from claiming the greatest books as their own. They think that the great books are for scholars and specialists, not for plain people. Upon the contrary, the specialist has his library of learned messengers to run errands for him and for him alone, the engineer his books on engineering, the economist his books on economics, but the great books are for us all. They spring, not out of specialties, but out of the depths of the human heart. When Macbeth sins and his conscience faces remorse like a tide returning to a shore we all know what that means and whenever a great creative book strikes a deep note it is sure to be dealing with an elemental experience which is shared by us all. A significant day dawns in a man's life when he says to himself, "The supreme books of the world belong to me."

Most of the books we read are like the rain water that fell last night. It is a superficial matter and it soon runs off. But the literature of creative spiritual power is a whole sea—the accumulated spiritual gains of the ages—and to know it and to love it, to go down beside it and dip into it, to feel its vast expanse, the currents that run thru it and the tides that lift it, are among the choicest and most rewarding privileges that man can enjoy.

II

Devotional Reading

By Raymond Calkins, Author of "Christian Idea in the Modern World"

A SERIOUS problem confronting the teaching ministry is how to furnish constructive religious information to one's congregation. It is without doubt true that the religious thinking of many people who go to church more or less regularly is unformed, and lacking in foundation and consistency. This they freely admit. Their older views of Christian truth have gone, but new ones have not replaced them. They are not willing to dismiss the Christian teaching, indeed they continue to believe it. Yet they do not possess solid reasons for believing it which they are able to formulate for themselves, and much less for others. They are looking around for religious literature which shall aid them to do just this thing. A book to help them must be fairly brief; it must be readable; it must go to the point; it must be constructive and convincing. The hunger for such reading among the rank and file of people in the pews of our churches is considerable. If the right means of calling really helpful books to their attention could be found and utilized, such reading would become general, and would have the most beneficial results.

The publication boards should co-operate by preparing and mailing to parish ministers carefully prepared lists of such reading material. A recent search among bookstores revealed that even the best known book dealers had no such lists. They had the lists of different publishers, but no compendium of such literature. The average parish minister is too busy to prepare such a list for himself. Moreover, he lacks the necessary apparatus. The educational boards, however, could render this effective service. Only books that have been carefully tested and chosen would have a place, and these would be

arranged topically so that the reader would be guided in his selection.

The printing of the titles of such books on church calendars and an indication of where they could be conveniently secured, would doubtless uncover a wide demand for them. The mention of such books in sermons rarely fails to bring a response or request for them. Public libraries will be glad to co-operate so long as the religious teaching is in no sense sectarian. No form of religious education so much needed in these days is more immediately practicable than this.

III

Religious Literature for a Secular Age

By Dr. Maurice H. Harris, Temple Israel

WE live in a secular age. People do not read the Bible, Commentaries, the "Imitatio," the devotional and sacred literature that comprised so much of the reading of the faithful of two generations ago.

Yet the religious forms a not unimportant part of modern secular literature. We meet its problems in a new context even in what, from a conservative standpoint, might rashly be called the irreligious. We meet it in the "Undying Fires" of H. G. Wells; in "Back to Methuselah" of Shaw; in President Emeritus Eliot's "Twentieth Century Religion"; in the idealism of Henri Bergson and also in the attempt of the hour to harmonize the conclusions of evolution with fundamental beliefs in classic faiths. We note in all of these modern books a dissatisfaction with materialism, with utilitarianism, and with mechanical theories of the universe. They have been tried and they have been found wanting, and the modern, even tho he may call himself an agnostic, is groping for something better. We note this particularly since the war that undermined the faith of some and deepened the faith of others. We see it in the momentary revival of spiritualism—a desire to reach out into the unknown beyond.

In this state of disturbed emotions, in a demoralizing tendency—the war's aftermath—we see the vital importance of religious leaders directing the reading of the age into the right channels in a way to stimulate the noblest aspirations. We must seize this hour to present the perennial spiritual truths in the inspired writings of the past, but thru the medium of modern thought. Modern religious literature must take into account the science and philosophy of to-day if it is to be read by the very sophisticated generation growing up in our homes and passing thru our colleges.

It calls for the ripest judgment, the most reverent handling and the mastery of new conditions to present convincingly those eternal verities that ever have been and ever will be the saving of the human race.

IV

Books to Help Give Cheerful Beliefs

By Charles W. Eliot, President Emeritus, Harvard College

"ABOUT thirty years ago in an address first delivered at Phillips Academy, Exeter, I spoke as follows: 'We may be sure that cheerful beliefs about the unseen world, framed in full harmony with the beauty of the visible universe and with the sweetness of the domestic affections and joys, and held in company with kindred and friends, will iluminate the dark places on the pathway of earthly life, and brighten all the road.' Now, as we draw toward the end of the long period of intense human suffering which the Great War opened, it seems to me that such illumination is much needed, and that book publishers can do much to increase and diffuse it.

"I am particularly glad to hear that the secular book publishers are joining again this spring with the religious book publishers in a Religious Book Week in which special emphasis will be placed on the value of religious books for the enrichment and education of children and adults.

"Is it rash to hope that book publishers will give preference hereafter to religious publications from which both children and adults can imbibe cheerful and hopeful beliefs about God and man in the world that now is?"

Contributed to the Religious Book Week Committee.

V

Don't Pickle Your Books

By Russell H. Conwell, Author of "An Acre of Diamonds"

DON'T pickle your books. Cucumbers may be put in a firkin and stored in the dark back cellar. But books are for constant use, and should be in sight and within reach. Ornamental books are often blocks of wood. They are just as good and better, if books are sought as ornaments. There are ornamental hired men, but books must work.

They should be old friends and welcomed to the easiest seat next the fire. The home maker should be familiar enough with the books to shake hands with them, kiss them, and wipe the dust from their faces. A book is a well or spring, you drank from yesterday, your visitors drink today, and there is no less water for to-morrow. Books cheer up a home always, sometimes brilliantly.

After the Bible, the need of selection is apparent: for the fertility of the farm, the profits of the store, the cost and taste of the meals, the attendance at church, the cut of the clothes, the conversation and music, the friendship and love, and the good deeds will be the harvest of good books sown about the living rooms.

Show a visitor the used book near the lamp and he will be fully introduced to the reader and his or her family. A person is known by the company he keeps. Books are companions to the wise and useful Christian.

VI

Religious Book Week

By William Chalmers Covert, Author of "New Furrows is Old Fields," etc.

I am one who is profoundly grateful that Religious Book Week has been put on the calendar of many churches. It is pleasing to know that it has taken on the significance of a ritualistic observance for many thoughtful individuals.

If we cannot find authors who combine a compelling style with a great religious message, and publishers who combine the genius of book making and salesmanship with a real moral passion, and clergymen who combine an honest admiration for what other men have written with a masterful purpose of arousing the reading enthusiasm in others—then the greatest agency now at the disposal of the Kingdom of God for reaching the hearts and minds of millions is to be blocked at the gateway of limitless usefulness and power!

The responsibility for giving wider power to printed religious truth must in quite large degree rest jointly on this impressive trio. Or perhaps it would be best said that any successful program for the development of nation-wide interest in religious reading must involve the sharing by these three factors in the equation of a common vision of what ought to be an intelligent and comprehensive plan of co-operation in the realization of it. This working together means success to a very large extent. Perhaps the least aware of the three factors conditioning success of Religious Book Week is the clergyman. He comes slowly to realize the priceless value to his great work of a religious book well read by men, women and children of the congregation.

Now and then, more often now, when he watches a reading enthusiasm sweep thru his parish like a tidal wave after O'Brien writes a book about the South Seas, or Sinclair Lewis elaborates the doings of "Main Street," he says "Gold help me, I'll study to capture that wonderful soul-stirring, heart-warming reading spirit for a great religious message, and float thru these same fine channels of parish life and power, a book that will set my congregation into a fine spiritual frenzy. I'll strive to find a way to get this community momentum behind some wholesome inspiring religious chronicle, discussion, biography or a story and make it thus the theme of a parish sermon or the topic of household conversation and in every way a definite contribution to the higher life of the congregation."

Dominie Turned Bookseller

REV. George Duncan, a Scottish Doctor of Divinity and a well-known lecturer in Scotland and England, hale and hearty at the age of seventy and a bit, is an assistant in Foyle's second-hand bookshop in Charing Cross Road. In an interview about his new work, Doctor Duncan said to the *Dundee Courier*:

"My duties here at Foyle's as theologian tutor are to help ministers and students to deliver their discourses by selecting the suitable volumes, and give them any advice that may be necessary. In this respect I am kept going from the time of my arrival, which is seven-thirty in the morning, until three-thirty in the afternoon, without a break, and thousands of books pass thru my hands weekly. The library I have at home is a splendid collection, and so classified that I am able to select any book in the dark.

"As to my future activities," concluded the Doctor, "I am at liberty, so far as the firm is concerned, to go to any part of the country to resume my lectures, altho I am very satisfied with my present occupation, and I think, I should feel inclined to refuse the pastorate of a church if it were offered me."

Summer Business Course

AN opportunity for business men to make an intensive study of business principles is presented by the announcement of a new feature in the Chautauqua summer school. A series of ten lectures will be given by H. C. Baldwin of the Babson Statistical Organization, these lectures coming twice daily from July 17th-28th and repeated from July 31st-August 10th. Sales and advertising, accounting, industrial and labor problems will be presented. The fact that Chatauqua also has a course in library training suggests the possibility that some day it might be persuaded to plan a good course on bookselling which many would find opportunity to attend.

New Guide Books

JUST IN TIME, it is hoped, for the Washington convention, Henry Holt & Co., are to publish Rider's "Guide Book to Washington," which will be followed later by one on Bermuda and still later by a California guide. Rider's "New York Guide Book" was published some years ago and there has been much trade interest in the continuation of this series. Fremont Rider, the author and compiler, is well known to the book-trade, as for many years he was managing editor of the PUBLISHERS' WEEKLY.

Religious Book Week and the Press

RELIGIOUS BOOK WEEK is near, another big national campaign, from which the bookseller reaps the benefit of a big outside publicity effort, as in Children's Book Week. The churches and religious press constitute one of the greatest book advertising forces in any community today. They have started to throw their influence into a second annual Religious Book Week, April 2-8, to increase book readers, and not only readers, but *book-buyers*. Below is a list of the religious periodicals that have had or are to have special issues or articles for the Week. The *Continent* started the work with its splendid book number of February 2d. In it is an editorial on "Teaching to Read"; a feature article by Andrew C. Zenos, "Popular Leaders Among Religious Books"; "Mr. Layman, Do You Shun Religious Books?" a challenge by Harry Clayton Rogers; and other items which have doubtless already sent many buyers into the stores.

RELIGIOUS BOOK WEEK POSTER

The Religious Book Week Committee sent to magazines and newspapers articles written for the Week's publicity by prominent writers and speakers.

The poster reproduced on the preceding page will be accompanied by a streamer with the words "Religious Book Week, April 2-8" on the second editorial page. The religious book publishers will distribute hundreds of these direct to churches. Extra copies will also be available for booksellers to distribute.

Special issues of the following magazines have featured or will feature Religious Book Week.

America
Baptist, The, April 1
Baptist Standard
California Christian Advocate
Catholic News (N. Y.)
Christian Advocate
Christian Apologist
Christian Endeavor World
Christian Evangelist
Christian Herald
Christian Home
Christian Index, March 30
Christian Intelligencer, March 22
Christian Register, April 6
Christian Work, April 8
Congregationalist, March 23
Continent
Expositor, April
Extension Magazine
Gideons, April
Gospel Trumpet
Illustrator, April
Living Church
Lookout, April 2
Lutheran Church Herald
Michigan Christian Advocate
Missions, April
Northwestern Christian Advocate
Pittsburgh Christian Advocate, March 30
Presbyterian Banner, March 30
Presbyterian Magazine, April
Publishers' Weekly, March 18
Record of Christian Work
Southwestern Christian Advocate
Star of Zion
Sunday School Times, March 18
Sunday School Worker
Truth (N. Y.)
United Presbyterian
Watchman-Examiner
Watchword
Western Recorder

Here, for instance, is a partial list of the contents of the special issue of the *Sunday School Times* which was published on March 18, and which has a circulation of 100,000: "How to Interest Young People in Worthwhile Reading"; "Missionary Biography for Young Hero Worshipers"; "Persuading a Sunday school to have and use a Library"; "Supplying Spiritual Needs through Books"; "How to Use Book Tables in Connection with Church Work."

Book on The Far East

IN connection with the very natural increase in the demand for books on the Far East the book-trade will find of real value a new series of booklists just published by the Public Library of Newark. This library had already issued several reading lists of a page each covering many aspects of the Far Eastern situation, and to these they have now added twenty-seven others, part of which are revisions of the first group. Among these new lists are such topics as the following:

Tibet, Travel and Exploration, 2 parts.
Travel in Japan, revised.
Japan's Foreign Relations.
Business With the Far East, 2 parts, revised.
Japanese History, revised.
Siam.
Politics, Commerce and Foreign Relations of New China, revised.
Travel and Social Life in China, revised.
Novels on China.
Chinese History, revised.
General Information on China.

Does It Pay?

"NO matter how clever may be his copy, how beautiful his displays, how great the approval of his contemporaries, or loud the praise of his sales organization, sooner or later the advertising manager must meet the supreme test—*Does it pay?*

"Capital has started out to understand what this thing called Advertising is—what it does, how it does it, and what it can be expected to do.

"Capital *is* sold on advertising—but it is not yet sold on the idea that the advertising men have any control of its power.

"Distribution should cease to be burdened with those wastes which have too long continued because some managers maintain that nothing done in the name of sales and advertising could be bad *per se,* because you could not be sure about what it should have been!

"When advertising refuses to meet the test of returns, it simply refuses the businesslike demand of the job—a condition of business."

E. St. Elmo Lewis—before the Association of National Advertisers Convention—reprinted in *The Printing Art.*

27th Annual Report of the Booksellers' League

THE New York Booksellers' League rounded out its twenty-seventh year on March 15th when the annual report was presented at the monthly dinner. The guest of honor was Judge Charles L. Guy, of the Supreme Court of the State of New York, who delivered a charming address on idealism in American life and the influence of books in its development. Robert E. Sherwood, the far-famed actor-bookseller, who writes of the silent drama weekly in *Life* told the story of the film in a most interesting talk, with side lights on some of the star actresses. He announced his intention of starting bookstalls in the lobbies of the film theaters and hopes to have three of them installed in New York during the spring season.

During the evening David J. O'Connell, a popular statesman of Brooklyn, was elected president of the League for the coming year, and six members of the present Board of Managers were re-elected for another term.

Annual Report

In presenting the 27th Annual Report of the Board of Managers of the Booksellers' League, it is desired not only to give a summary of the activities of the past year, but also to bring to the attention of every man engaged in the book business, the fact that the Booksellers' League has been a factor in bringing about a betterment of trade conditions. In the report of last year, it was said in part:

"For twenty-six years the Booksellers' League has been the representative organization of the wholesale and retail book-trade in New York City and vicinity.

"This organization has been the means of creating a wider acquaintance among those engaged in the book business and thru its monthly dinners has brought together during these years men of the trade who would probably never have become acquainted in any other way.

"The kind of entertainment provided at the dinners and other meetings of the League has made for the betterment of the profession, by creating not only a spirit of fraternalism among its members, but a feeling of pride in the calling and a spirit of loyalty, as well as an active interest in all the efforts as an organization to better trade conditions."

We take the liberty of quoting also from an article in the *Bookseller & Stationer* by one of the best informed men in the book-trade, Charles E. Butler. It is quoted because it corroborates what was claimed in our report.

"The Booksellers' League owes its origin to C. A. Burkhardt of E. P. Dutton & Co., who more than 25 years ago was inspired in a dream, which stayed with him on awakening. Others were drawn in—me, too—to help carry out the inspiration, and the result was the formation of The Booksellers' League, the first one in the United States.

"What this has done for the bookseller of New York is written in history and tradition. It has done wonderful and beneficial work. It has changed the whole social and trading condition, from a studied aloofness of early days, to a warm and lasting comradeship of the present day. This has resulted in trade betterment and closer relations between all in the New York trade, elimination of petty trade jealousies and useless and unfair competition. Its monthly dinners, with prominent speakers, its long educational campaign in educating the booksellers, is done at a very small individual cost."

These articles are quoted for the enlightenment of those in the book-trade who have failed to join the Booksellers' League because they could not see "what good an organization of this kind ever did." Mr. Butler knows of conditions before the Booksellers' League existed and he appreciates how great an improvement has been brought about by bringing the men together in such an organization.

Record of the Past Year

Mr. Lacy, chairman of the Entertainment Committee, finds it more difficult each year to secure the kind of speakers he knows the members are most interested in. He would be very grateful for any help or suggestions along this line, tho the speakers of the past year have compared most favorably with those of previous years.

Surely everyone present at the March dinner enjoyed the uncommonly fine lecture on "Dante" as the great man of the ages, by Dr. James J. Walsh, of Fordham University. "Traprock Night" at the October dinner was without doubt one of the most enjoyable evenings the members of the League have ever spent together. George S. Chappell as Dr. Walter E. Traprock of the "Cruise of the Kawa," proved to be a delightful entertainer. Mart King also held his audience with many well-told humorous stories. Heywood Broun spoke on book publicity, and his hopes in respect to its more intensive development in the daily press.

At the November dinner Professor John Erskine gave an interesting talk on "John Milton, His Life and Times." At this dinner Joseph Wharton Lippincott's "Talks About Animals," illustrated with colored lantern slides, proved most enjoyable. Frederic G. Melcher delighted his audience by comparing several of the animals shown on the screen to some types of booksellers and buyers.

The speakers at the January dinner were Shaw Desmond, author of "Gods," "Passion," etc., and John Farrar, editor of the *Bookman*. Mr. Desmond amused his audience by his humorous explanation of why some books had a big sale, while other books, including his own, which he thought were very much better, failed to reach a large public. Mr. Farrar told of some of his plans as editor of the *Bookman*.

Ladies' Night dinner and dance held at the Hotel Brevoort on February 15th was, as usual, a very popular affair. Richard Le Gallienne spoke on "The Human Side of Books." Henry Collins Brown showed pictures of old New York and gave an interesting and instructive talk on them. Miss Ida Bensey Judd gave readings from Molière.

Membership

The increase in memership during the past year has been very encouraging as it shows a desire to affiliate with the League on the part of those who have lately entered the book-trade. Fifty-six new members were elected during the year. The loss by resignations and death was thirteen, leaving a net increase of 43 for the year, with a total membership of 297. This is a long way from the desired membership of four hundred. Every one is urged to get a new member for the League this coming year; it can be done if all will only try.

Treasurer's Annual Report—Year Ending February 28, 1922

Receipts

Mar. 1, 1921, Cash Bal. Brought Forward	$330.15	
Received from Dues	1462.00	
Received from Guest Tickets	107.50	
		1899.65

Disbursements

Expenses (5 Dinners)	1209.80	
Board Meetings (5)	50.25	
Music (Feb. Dinner)	30.00	
Stereoptican (Expenses for Operator and two Dinners)	32.50	
Fees to Waiters	80.00	
Expenses of (President) at Dinners	7.45	
Printing (Dinner Tickets, Staty. Etc.)	116.70	
Postage (Tickets, Bills, Etc.	26.76	
Sec. Honorarium	25.00	
Treas. Asst. Honorarium	25.00	
Treas. Bond	2.50	
Addressograph Co.	3.33	
Refund on Members Checks and Prot. Chks.	9.00	
Taxicab Services, (Speakers)	2.50	1620.79
		278.86
Cash Bal. Brought Forward	278.86	
Liberty Loan Bond	250.00	
Total Bal. on Hand		528.86

March 1, 1922. THEO E. SCHULTE, *Treas.*

Report of School Committee

[EDITORIAL NOTE.—The Course in Bookselling, which was started under the auspices of the League on January 6th, 1921, and conducted by Miss Graham was fully reported in the last issue of the PUBLISHERS' WEEKLY.]

The Employment Bureau

During the past year the number of applicants for positions open far exceeded the call for helpers. While there were forty-seven who enrolled for work, only twelve were placed. In this period of general business readjustment "few died and none resigned," making it therefore a very lean year for those seeking employment. The registration fee of one dollar was invested in further publicity for the applicant by the insertion of a classified advertisement in the PUBLISHER' WEEKLY.

J. A. HOLDEN, *Manager.*

The Board wishes to thank those who responded so cheerfully and successfully to its appeal for new members; 56 new members was very good work, but yet there is room, still there are many waiting to be asked. Do not wait until we start a school on "How to Secure New Members." Be a real salesman, sell the desire to become a member of The Booksellers' League to your friends in the trade. Do it now. Boost the membership to 400.

The Board extends its thanks to the PUBLISHERS' WEEKLY, also the *Bookseller and Stationer* for the publicity given the affairs of the League thru their columns.

(Signed) WILLIAM S. MCKEACHIE, *Sec'y.*

English Learned Societies and Their Publications

THE new issue of the five-year "English Catalogue" just received from London contains as an appendix a list of the learned societies and printing clubs of England with a list of all publications between 1916 and 1920. This furnishes a valuable check-list for libraries and collectors of the literature in these special fields. The catalog itself covers 1280 pages with over 45,000 books entered. This catalog is volume ten in the series of "English Catalogue," including the original "London" and "British" catalogs and completes the series from the year 1801. There is also in the volume a new list of the English publishers with their addresses.

Women Booksellers' Fifth Annual Banquet

ONE of the largest and most successful gatherings that the book-trade has had in many years took place at the Hotel McAlpin on the evening of March 9th, the fifth annual banquet of the Women's National Book Association. In five years this association has steadily increased in activity and membership, and its committees have always been able to plan an annual banquet that would be one of the features of the book-trade's year.

Nearly three hundred sat down to the dinner. At the head table Belle M. Walker, President of the Association and editor and publisher of the *Bookseller and Stationer*, presided. Among the speakers were Alice Duer Miller and Hugh Lofting. A message from E. Phillips Oppenheim came by radiophone from his steamer which had started for Europe. This feature, permitting him to send a message direct to the booksellers was arranged for by special permission of the Government's Board of Control of Radio.

"I am asked to send you a farewell message —a brief record of impressions collected during my too brief stay in your country. And because it is you—the women of the National Book Association, who asked me, I am doing my best in these last few minutes of hurry to comply, for the world in general owes a debt to you who interest yourselves in the distribution of books—the world in general and the author in particular.

"I find, or seem to find, the little corner of America which I have visited changed. Whilst France lies exhausted after her years of agony and shows signs of the faint querulousness of the invalid on the way to convalescence; whilst England lies manacled by the iron grip of inordinate taxation, depressed and with all the spontaneity of living being slowly crushed out of her by impossible burdens, you alone of the nations seem to be walking with firm footsteps in the new world. Your period of tribulation seems to the traveler to have already passed. You have gained a new dignity and breadth of outlook with this your great adventure in the world which so sorely needed your help. I fancy that I see signs of the passing of that spirit of somewhat selfish introspection, that purely acquisitive passion for the rapid building up of success which ten years ago existed as an atmosphere and was reflected from the faces of your citizens. You have gained, it seems to me, in poise and deliberation. The eyes which were fastened once upon the near things gaze now across the sea. Sympathy is born with outlook. The dramatic magnanimity of your statesmen at Washington seems to have been conceived of this new spirit. A parting guest pays you homage for it.

"Prohibition is, perhaps, the most striking external change in your country so far as the casual visitor is concerned. One's first impulse is to find cause for humor and even ribaldry in an enactment which is openly and flagrantly broken by those who have always been law abiding citizens. But as the days pass one realizes there is another side to this matter. The saloons are closed. Several large manufacturers with whom I have talked assure me definitely that their work people are saving more money and that their output is increasing. These things make one think. It is at least a law born of the desire for greater spirituality. It may have been framed a little too rigidly—it may be capable of wholesome and reasonable amendment, but it is an experiment which the whole world will watch with interest. I, for one, do not presume to judge it.

"I bid you au revoir, my friends in America, and particularly you of the Women's National Book Association. Yours is a great work—perhaps the greatest field of endeavor in the world. Books are part of the life of the thinking man, his mental sustenance as well as his relaxation. Every description of written word has its message. Increase the sale of books and you increase the mentality of the race. So I wish you Godspeed in your efforts, and when these are turned toward fiction do not forget your friend, E. Phillips Oppenheim."

Laura Simmons wrote for the occasion the following parody of Kipling's famous poem.

IF—

(Of Bookselling)

If you can sell your books, when all about you
  Are selling theirs, and each in different dope;
If you can meet fool questions that would flout you;
  Yet keep your head and reason, within scope;
If you can stoop—and not be tired by stooping—
  For catalogs, thrown down in aisles and stairs—
Can fit each author to his price and publisher;
  (And yet don't talk too glib about your wares);

If you can root for Harold Bell and Gene,
  And treat both those disasters just the same;
Find calories for females stout and lean—
  In short, Omniscience be your Christian name;

And is Tahiti off in China flowery?
Jurgen a town, or cheese? They've no idea!
One Hergesheimer sells pants on the Bowery;
Is he the gent wrote this here Cytherea?

If you can blurb—and not make blurbs your master—
Of pallid souls; starved lips and smouldering eyes—
(As old as Noah is their silly gesture—
Methuselah had nothing on those guys!)
Hand out a line on Diarists and Mirrors—
The hot air bunk of Margot and of Clare;
Of Oppenheim that gets away wit' moider;
And feature Wells's philosophic flair;

If you can make one heap of mad sex-sinnings,
Of scrambled loves, of vamp and injured wife—
And start again with endings and beginnings,
When Psycho-analysts take joy from life;
If you can bear to tell some poet—hungry—
His rhymes are duds; and not a sale yet made:
And being hated, never show you're angry,
But pile fresh romance for the flapper trade;

If you can fill each irritating minute
With superhuman wisdom, nobly won—
Your stock is Sold! and everything that's in it!
And, which is more—you've boosted Art, my son.

Among other guests at the head table were Frederick A. Stokes, Ralph Wilson, President of the New York Booksellers' League, Alexander Black, author of "The Great Desire" and Dorothy Speare, author of "Dancers in the Dark." After the program had begun, Mr. Black was introduced as the inventor and promoter of a new patent Sellophone, and two large packing boxes were brought into the room. Apologizing for not taking time completely to unpack the cabinets, Mr. Black described this important invention and promised to give an example of how authors could sell their own books. From megaphones that extended from the top of the boxes came witty selling talk as delivered by Shakespeare, Heywood Broun, Charlotte Brontë, Sappho and Harold Bell Wright. After the messages had been delivered, the mechanism was explained and the boxes proved to contain Ethel R. Peyser, writer of the text and Mr. Braham, who is associated with David Belasco. Dorothy Speare, whose book "Dancers in the Dark," was given out by Doran as one of the souvenirs, added to the program by singing in clever imitation of the style of Galli Curci and Geraldine Farrar. The guests took home as other souvenirs a copy of "Prince Shan" by Oppenheim, a copy of "Guest the One Eyed," by Gunnar Gunnarsson from Knopf, a "Splashme Doll Book" from Stokes, all of which could be carried home in a Zane Grey bag supplied by Grosset & Dunlap.

Selecting the Best Slogan

THE Year-Round Bookselling Committee has asked the co-operating dealers to give their idea as to what is the best slogan to be used in the fall and winter campaign, selecting one from those that have been tried out or suggesting a better one. Those that have found most favor are:

BUY A BOOK A WEEK
FIND IT IN BOOKS!
TAKE ALONG A BOOK
WHAT DO YOU READ?
BOOKS THE YEAR ROUND

Suggestions of others should be sent to the Committee at 334 Fifth Avenue.

NOTICE

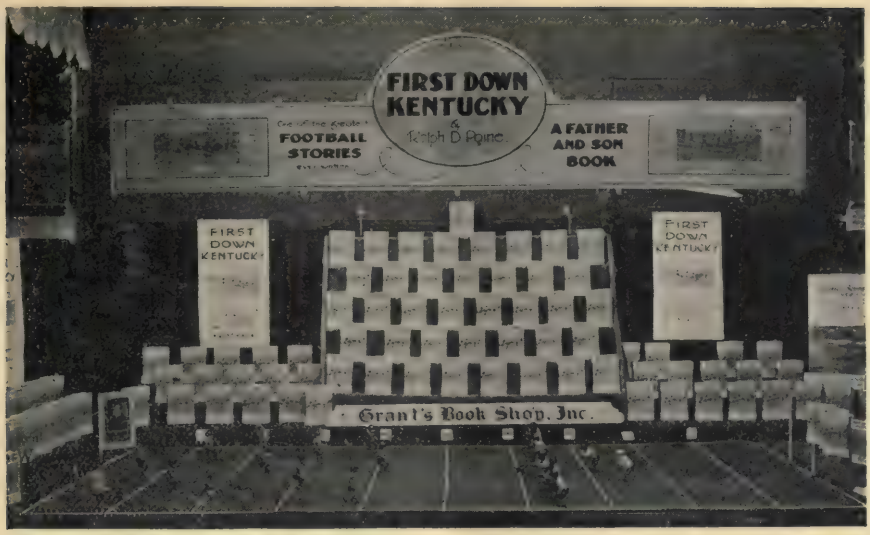
Extra copies of last week's issue of the PUBLISHERS' WEEKLY (March 11th), with its Index to the new books of the Spring Season, will be supplied at a nominal cost of 15 cents each. A copy might well be placed in the hands of every clerk on the floor.

Australian Publishing

FOR the collector of authoritative material on the war there comes from Angus & Robertson of Sydney, Australia, the first volume of "The Official History of Australia in the War." The set is to be complete in twelve volumes and to contain two thousand maps and illustrations, giving in great detail the story of all actions in which Australian troops were involved. The publishers expect to be three or four years in completing publication.

A Bookshop on the Stage

DURING last season the big show at the Hippodrome in New York featured as one of its special scenes the interior of a children's bookshop, which gave a very friendly boost to the book idea. A bookseller visiting a vaudeville performance in New York in February was interested to find that the scene of the act of Bronson and Renee was laid in a bookshop with bookshelves all around and apparently with real books, at least in part of the space. One of the songs was called "Main Street."



FEBRUARY WINDOW DISPLAY OF A FOOTBALL STORY ARRANGED BY GRANT'S BOOK SHOP.

Are Books Seasonal Commodities?

THE book-trade has been insisting that the sale of books need not at all be highly concentrated on a few months, and this insistence has been gradually proving its way. Still further experimenting on this point, Lambert Grant of Grant's Bookshop, Utica, has insisted that it is not necessary that certain types of books be sold only in certain seasons. To make the experiment concrete, he insisted that a good football story could be sold in February just as well or better than in November, and that, while a November display might do nothing more than to send the passerby around the corner to buy a ticket to the game, in February the same enthusiasm could not be thus diverted and would bring the football enthusiast into the store for a purchase.

The window display with which Mr. Grant carried this thought out is a model of careful preparation, and the result from a ten days' display was of very decided interest, the sales of this specific title running well over fifty copies. The football scene was constructed to visualize an actual game between Harvard and Center College as related in the story "First Down Kentucky" by Ralph D. Paine. Celluloid dolls 5½ inches high were used, and the colors of the foot-ball suits were put on with enamel paint. The players were arranged with the trained advice of a varsity half-back, and from day to day different special plays were set up and carefully posed.

Mr. Grant considers that this experiment in testing out off-season sales was well worth trying.

School Library Program

A BROAD program of library usefulness is to be presented for consideration at the library department meetings of the National Education Association at its big Convention in July by Sherman Williams, President of the Section, and Chief of School Libraries division of New York State. This program gives a broad view of the place of the library in the community.

A Library Program

1 The *library* is an educational institution made up of various agencies, the two most important being the school library and the public library.

2 The school library should be the heart and center of the school work.

3 It should be so used as to train pupils to use a public library intelligently.

4 Pupils should be so instructed as to want to read books that are worth while.

5 There should be a collection of books in each schoolroom suitable to the age and purposes of the pupils.

6 Teaching children to read is of little value unless they are taught what to read, and are provided with the right kind of books.

7 The public library should serve as a continuation school for those who have finished their school life.

8 Public libraries should be supported by public tax as are the public schools.

9 Librarians should be as specially trained for their work as are teachers for theirs.

10 All people should have easy access to libraries.

Bookselling Course Closes

AT the final session of the bookselling course, conducted by the New York Bookseller's League at the New York Public Library, Miss Graham awarded prizes for the best answer to a questionnaire of twenty-five questions which had been given out at the previous session. The first prize went to Nannie B. Winston of Richmond, Va., who has been in New York studying bookselling and who has in mind opening a bookstore in the South. Her prize for answers that were 100 per cent correct was a copy of "The Magnificent Farce" by A. Edward Newton, in the front of which he had written "Not to 'buy a book a week' is as bad as to wear a celluloid collar or as to use a gold toothpick."

The second prize went to Emily McDevitt, of McDevitt-Wilson's, Inc. The volume was a first edition of Agnes Repplier's "Books and Men" autographed for the occasion by Miss Repplier. As there were ties for the next three, Miss Graham presented three books, autographed by Christopher Morley: "Parnassus on Wheels," "The Haunted Bookshop" and "Shandygaff." These were won by Grace E. Dhu of Bamberger's, Newark, Muriel Simpson and Ethel Frankenstein, both of Abraham & Strauss, Brooklyn.

Miss Graham in her closing address expressed the hope that this experiment might be one step toward the goal of having a permanent school of bookselling established, and she recommended, that in further experiments, there should be more work required of the students, more discussion from the audience than is the present plan, and she also expressed the feeling that a library course and one in bookselling should be combined.

Ernest Eisele, of Brentano's, talked on bookselling methods abroad. He pointed out that in Europe the publisher feels much more responsible for the ultimate distribution than he does in this country. The publisher in Europe does not send out salesmen, but uses announcements in the trade paper and sends out books on consignment according to the size of the outlet. In France, thru the new book headquarters, samples of all new books are sent out to each bookseller. Under the German plan, outright purchase is rewarded by extra discounts, consignment rates being about 25-30 per cent off the list price, with about 10 per cent more in the case of outright purchase.

Booksellers, he said, are in very close touch with their public from the school child on. Most of the stores, too, use the monthly periodicals as a means of keeping them in touch with their customers, all magazine subscriptions being delivered by the bookseller instead of being sent by mail.

In France, he explained, there are no reprints of good titles, as is the common practice in England and in this country. He felt that this gives the booksellers a keener interest in keeping a representative stock of the best literature. The new building of the Maison du Livre has fine rooms set off for a bookselling school which it is hoped will be started shortly.

Holland and Denmark, he believed, are the best organized of any of the countries. In Holland the seven hundred booksellers each has his bin at the central headquarters and all orders received in the morning mail are scattered to the various publishers and re-assembled in these bins for shipping by three o'clock.

Germany has had the most thoro system of training for bookselling, and before the war, the course was of two years at government expense. Candidates for both the bookselling and publishing business studied together, and it was a common practice for those who intended to be booksellers to take one or two years after graduation in a publishing office and for publishers to spend one or two years in the bookselling field, in order to understand fully the whole situation. Sweden has a school supported by the government and by the trade associations.

There is one type of book catalog which is common in Europe and which has no exact counterpart here. This is the classified list, giving in small compass a list of all the best titles on a given subject. The French book-trade is about to have a new series of such catalogs, and the book-trade uses them to hand to customers who would like further to pursue reading in some special direction. Another form of book promotion highly developed is that of the elaborate prospectus, a means by which the bookseller solicits orders for the more elaborate books. Some of these are so elaborately made that a price is set on each copy.

The success of the course had largely depended on the continuous work of four men whom Miss Graham mentioned with special appreciation in her final remarks, Ernest Eisele and Mr. Krasner of Brentano's, D. B. Browne of Himebaugh & Browne, and Ralph Wilson of McDevitt-Wilson's, Inc.

THE ESSAYS and plays of John Jay Chapman are now published by Robert Cecil MacMahon. This includes a group of six volumes of essays and six volumes of plays as well as a new edition of five hundred copies of "Notes on Religion."

Short Story Prize Winners

THE best short stories of the year of 1921, according to the award of the O. Henry Memorial Committee, was "The Heart of Little Shikara," by Edison Marshall which appeared in *Everybody's* for January last (first prize of $500) and "The Man Who Cursed the Lilies," by Charles Tenney Jackson, in *Short Stories* magazine of December 10th last (second prize of $250). These two prize winning stories head the list of sixteen tales which will be published in book form by Doubleday, Page & Co., on March 22nd under the title of "O. Henry Memorial Award Prize Stories of 1921." This is the third year of the prize. In announcing the prizes, Dr. Blanche Colton Williams of Hunter College and Columbia University, Chairman of the O. Henry Memorial Committee, makes an interesting resumé of the short stories published in American magazines during the year.

Results in 1921 differ in a number of respects from those of 1919 and 1920. In the earlier half year, January excepted, every reader reported a low average of current fiction, so low as to excite apprehension lest the art of the short story was rapidly declining. The latter six months, however, marked a reaction, with a higher percentage of values in November and December. Explanation of the low level lies in the financial depression which forced a number of editors to buy fewer stories, to buy cheaply, or to search their vaults for remnants of purchases made in happier days. Improvement began with the return to better financial conditions.

Two characteristics of stories published in 1921 reveal editorial policies that cannot but be harmful to the quality of this art. These ear-marks are complementary and yet paradoxically antipodal. In order to draw out the torso and tail of a story thru Procrustean lengths of advertising pages, some editors place, or seem to place, a premium upon length. The writer, with an eye to acceptance by these editors, consciously or unconsciously pads his matter, giving a semblance of substance where substance is not. Many stories fall below first rank in the opinion of the committee thru failure to achieve by artistic economy the desired end. The comment "overwritten" appeared again and again on the margins of such stories. The reverse of this policy, as practiced by other editors, is that of chopping the tail, or worse, of cutting out sections from the body of the narrative, then roughly piecing together the parts to fit a smaller space determined by some expediency.

The O. Henry Memorial Award Committee was created by the Society of Arts and Sciences of New York in 1918. The committee consists of: Blanche Colton Williams, Ph. D., chairman; Edward J. Wheeler, Litt. D., Ethel Watts Mumford, Frances Gilchrist Wood, and Grove E. Wilson. The Society of Arts and Sciences will award the prizes at the annual dinner to be held on the evening of March 22nd.

Telling All the Plot

THE habit of completely divulging the plot of a novel in writing its review has often been inveighed against in the book-trade, as that kind of review is of far more value to the newspaper that prints it as a piece of pleasant reading for its clientele than as an inducement to a customer to buy the book.

A columnist in the current issue of the *Erie Railroad Magazine* says: "A friend of ours writes:

"'I started to read a review of Mrs. Burnett's "The Head of the House of Coombe" in the ——— newspaper, and when I found that the reviewer was spoiling the story by telling it all to me, I dropped the paper. Don't you think it's an outrageous thing for a newspaper to do?'"

"Yes," said the columnist, "it's worse than that, and no self-respecting newspaper ever does such a thing. It is unfair to both author and publisher who depend on telling and selling stories for a living."

Book Censure in the Time of Dante

THE suppression of obnoxious opinion appears thru the centuries in varied forms. It should be interesting to learn of the difficulties of booksellers in the thirteenth century. Dr. Gottheil, of Columbia University, has just published in the *Journal of the American Oriental Society* the sad tale of Moslem heterodoxy in the days of the crusades. A bookseller, Shams al-Jazari, who did business at the Bridge of the Feltmakers, published a Bolshevist book that declared the true tales of the Koran were but foolish myths and complained of the bad chronology of the Prophet. The title was "The Whetted Sword, an Answer to the Koran." This bookseller had the nickname of "The Irresolute," a quality not unknown to-day. The censor came to the bookseller and asked for the book, but was met with the answer that it had been returned to the author and destroyed by the latter. Nevertheless he was held and only escaped by the intervention of wealthy Christians who had a "pull" with the Tartar over-lord of the day.

Obituary Notes

COLONEL JOHN P. NICHOLSON

Colonel John P. Nicholson, Recorder in Chief of the Loyal Legion of the United States, died at his home in Philadelphia on March 8th aged seventy-nine. He served thruout the Civil War, rising from Sergeant to Lieutenant Colonel. He was with Sherman in his march to the sea and was present at Lee's surrender. He translated and edited the history of the war by the Comte de Paris and was an industrious collector of literature relating to the Civil War and military history. For many years he was director of the War Library of the Loyal Legion.

Traver to His Sons

CLAYTON L. Traver, of Trenton, N. J., on his sixty-fifth birthday, February 18th, deeded to his two sons, Morris S. and Lewis B. Traver, the building, stock, fixtures and good will of his book business at 108 South Broad Street. He is to keep in touch with the business, but will have more time to travel with his wife. The deed of gift thus made is in line with the custom established by the original Morris Traver, who founded the business fifty years ago and turned it over to Clayton L. before reaching the age of retiring to inactivity.

English Publisher Here

GEORGE G. HARRAP of George G. Harrap & Company, Ltd., London, has been spending a fortnight in New York and has now left for Philadelphia and Chicago. George Harrap, Jr. of the same firm has sailed for England, having met his father in New York after a trip to Australia in the firm's interest.

Mr. Harrap's list is one of the long and varied ones in the English trade, including largely educational books and books for children. The firm is the English representative of D. C. Heath & Company, and has marketed in England the Volland "Sunny Books." Among other well-known series on their list are several Pogany color books and handsome editions of "The Three Musketeers," "Lorna Doone," imported by Jacobs, Evelyn Paul's illuminated books, "Claire de lune," etc., which have been successfully sold here by Brentano. The well-known "Myth Series," which Stokes has marketed in this country, is also one of their publications. Specializing, as they do, in colored illustrations, a great many of their books have been widely used for school prizes, a field of bookselling that prevails in the English market and which could well be developed further on this side. Mr. Harrap expects to pass thru New York again on his way to London.

Film Censorship in New York

THE Senate at Albany has passed on to the Assembly a bill which would give even wider power to the State Motion Picture Censorship Commission. The Bill would permit the Commission to examine the manuscripts from which the films are taken and it would also grant subpœna powers to the Commission.

The Convention Souvenirs

THE local Entertainment Committee for the big Washington Booksellers' Convention is making especially careful preparations for the banquet and believes that the New Willard Hotel will do the occasion ample justice. Simon L. Nye of S. Kahn & Sons, Washington, is Chairman in charge, and any publisher who would like to have a new book among the brief list of souvenirs that are given out on this occasion should write directly to him.

The Wind Blows

A STRAW showing an indication of business progress is found in the current report of the Post Office Department, made public last week. This shows that a tabulation of the business of the fifty largest post offices in the country indicates an increase in receipts for February of 6.41% over the same month last year. Parcel post centers such as Chicago have shown a decided increase.

Personal Note

Mary E. Ranck has been appointed buyer for the book department of the Maison Blanche, New Orleans, La., to succeed Kate Connerly, who recently resigned.

Business Notes

Skaneateles, N. Y.—The Wolcott Book and Gift Shop will be opened during March by Clarence E. Wolcott formerly of Syracuse. Mrs. Wolcott will manage the gift departments.

Omaha, Neb.—M. J. Barry, for several years in the subscription book business, has opened a shop at 1617 Howard Street and will handle regular trade books.

Superior, Wis.—Brommel's Bookshop, of which Harold R. Johnson is owner, has been permanently established at 1815 N. Fifth St.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Barclay, Florence Louisa Charlesworth [Mrs. Charles W. Barclay]
The upas tree. 287 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap 75 c.

Bazelli, Luisa Tetrazzini
My life of song. 328 p. pors. O [c. '22] Phil. Dorrance & Co., 308 Walnut St. $4

Beerbohm, Max
A survey. no paging front. pls. O '21 Garden City, N. Y., Doubleday, Page bds. $4
Cartoons of some contemporary writers and statesmen of England.

Bell, E. T.
Fifty figures and character dances for schools; 2 v. various paging diagrs music O '21 N. Y., Brentano's $8

Belloc, Hilaire, i.e. Joseph Hilaire Pierre
Cautionary tales for children [verse]. 79 p. il. D '21 N. Y., Knopf bds. $1.50

Bilbie, Edward Normanton
Experiences of a violinist at home and abroad; [preface by Edward Frampton Kurtz]. 77 p. front. (por.) D '21 Ann Arbor, Mich. [Author], 307 North Main St. $1
Partial contents: In Berlin; Talks on fiddle players; Some remarks on exercises, studies and solos; Hints to players.

Bosma, Menno J.
Exposition of Reformed doctrine; [3rd ed.] 307 p. O [c. '07-'22] Grand Rapids, Mich., Van Noord Bk. and Pub. Co., 513 Eastern Ave., S. E. $1.50

Bower, B. M., pseud. [Bertha Muzzy Sinclair; Mrs Bertrand William Sinclair]
Rim o' the world; front. by Anton Otto Fischer. 349 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

Bradford, Gamaliel
American portraits, 1875-1900. 12+248 p. front. (por.) pors. O '22 c. '20-'22 Bost., Houghton Mifflin $3.50
Studies of eight Americans: Mark Twain, Henry James, J. G. Blaine, Whistler, Henry Adams, Sidney Lanier, Grover Cleveland and Joseph Jefferson.

Brawley, Benjamin Griffith
The negro in literature and art in the United States; rev. ed. 3+197 p. (14 p. bibl.) front. pors. D [c. '18-'21] N. Y., Duffield $1.50

Breese, Burtis Burr
Psychology. 10+482 p. (7 p. bibl.) il. col. pls. diagrs. D [c. '21] N. Y., Scribner $2

Brighouse, Harold
Converts; a comedy in one act. 47 p. S (Repertory plays, no. 16) '20 Bost., LeRoy Phillips, 15 Ashburton Pl. 50 c.

Brown, George Edward
Indexing; a handbook of instruction; with a preface by E. Wyndham Hulme. 137 p. il. D (The Coptic ser.) '21 N. Y., H. W. Wilson Co. $1.50

Bruun, Laurids
Van Zanten's happy days; a love story from Pelli Island; tr. from the Danish by David Pritchard. 215 p. D c. N. Y., Knopf $2
A story of a South Sea Island tribe, of the customs of the people, their morals and the performances of the witch-doctor.

Ayres, Leonard Porter
Price changes and business prospects. 27 p. diagrs. O '21 Cleveland, O., The Cleveland Trust Co. pap. gratis

American Institute of Electrical Engineers
Standards of the American inst. of electrical engineers; 1921 revision. 177 p. diagrs. O [c. '21] N. Y., American Inst. of Electrical Engineers, 29 W. 39th St. $2

Black, Henry Campbell
Black on bankruptcy; 3rd ed., 1922; combines the entire statute law with a complete and exhaustive treatise and a thoro discussion of the decisions down to November, 1921. [Bound in one or two volumes.] various paging O Kansas City, Mo., Vernon Law Bk. Co., 1016 Walnut St. buck. $20
Income, excess profits and other federal taxes, 1919; with 1922 supplement. forms O Kansas City, Mo., Vernon Law Bk. Co. $8.50

Bradbury, Harry Bower
Topical index digest of the New York Civil practice act and rules of civil practice. 236 p. O c. '21 N. Y., [Author], 141 B'way pap. $5

Bresnan, Catherine M.
Fragments of verse. 9+50 p. D [c. '21] N. Y., The J. W. Bauer Co., 362 E. 148th St. apply

Bridge, Margaret, comp.
Snappy stunts for social gatherings. 8+87 p. (1 p. bibl.) D [c. '20] Denver, O., Eldridge Entertainment House 75 c.

Brundage, Albert Harrison
A manual of toxicology; a concise presentation of the principal facts relating to poisons; with detailed and descriptive directions for the treatment of poisoning, a tab. of doses of the principal and many new remedies and various statistical tabs.; 13th ed., il. and enlarged. 11+444 p. il. fold. tabs. col. pl. S '21 Brooklyn, N. Y., The Henry Harrison Co., 70 Linden St. $3

Bryan, William Jennings
In His Image. 266 p. D [c. '22] N. Y. and Chic., Revell $1.75
Partial contents: "In the beginning—God"; The Bible; The origin of man; The value of the soul; Three priceless gifts; The spoken word.

Buckrose, J. E., pseud. [Mrs. Annie Edith Foster Jameson]
The privet hedge. 303 p. D [c. '22] N. Y., Doran $1.75
A story of youth in rebellion against tradition.

Burgess, Fred W.
Silver, pewter, Sheffield plate. 304 p. il. pls. O (Home connoisseur ser.) '21 N. Y., Dutton $6

Burroughs, Edgar Rice
Tarzan, the untamed; il. by J. Allen St. John. 428 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Carver, Walter Buckingham
Brick; how to build and estimate; manual of construction data on brick-work for architects, engineers, contractors and builders; 3rd ed. 72 p. il. Q '21 Milwaukee, Wis., Caspar pap. $1

Caullery, Maurice
Universities and scientific life in the United States. 286 p. O [c. '22] Cambridge, Mass., Harvard Univ. Press $2.50

Cooke, James Francis
Great singers on the art of singing; educational conferences with foremost artists; a series of personal study talks with the most renowned opera, concert and oratorio singers of the time, especially planned for voice students. 304 p. il. music pls. pors. D ['21] Phil., Theo. Presser Co., 1712 Chestnut St. $2.25

Craighead, Rev. J. R.
Biography of Dr. Hunter Corbett. 224 p. D [c. '22] N. Y. and Chic., Revell $1.50

Cramp, Arthur J., comp.
Nostrums and quackery; articles on the nostrum evil, quackery and allied matters affecting the public health; reprinted, with or without modifications, from the Journal of the American Medical Association, v. 2. 832 p. il. facsms. diagrs. O '21 Chic., American Medical Assn., 535 N. Dearborn St. $2
"Material collected by the Propaganda Department in recent years on hundreds of well known and widely advertised remedies, as well as on quackery and allied matters affecting the public health."

Cronk, Mrs. Katherine Scherer, and Singmaster, Elsie
Under many flags; [a story of foreign missions]. 131 p. il. D c. '21 N. Y., Missionary Education movement of the U. S. and Canada, 150 5th Ave. pap. 40 c.; 65 c.

Daggett, Stuart
History of the Southern Pacific. 470 p. O c. N. Y., Ronald Press $5
The story of the financing and building of the railroad, showing how it helped to develop the West.

Darby, James Ezra, D.D.
Jesus an economic mediator; God's remedy for industrial and international ills. 256 p. D [c. '22] N. Y. and Chic., Revell $1.50

Dawes, Chester L.
Course in electrical engineering, v. 2—Alternating currents. 526 p. il. O '22 N. Y., McGraw-Hill $4

Deglman, George A.
Essentials of psychology. 172 p. (2 p. bibl.) D [c. '21] Milwaukee, Wis., Marquette University Press $1.25

Depew, Chauncey Mitchell
My memories of eighty years. 10+417 p. front. (por.) O '22 c. '21-'22 N. Y., Scribner $4
Reminiscences which included anecdotes of the leaders of politics, finance, journalism and society, among whom were Lincoln, Cleveland, Col. Watterson, Mark Twain, Robert Ingersoll, Joseph Jefferson, Richard Mansfield, Joseph Choate and others.

Dickens, Charles
David Copperfield; with 16 color il. by Gertrude Demain Hammond. 850 p. O '21 N. Y., Dodd, Mead $3.50
The magic fishbone; il. by F. D. Bedford. no paging il. col. pls. obl. D ['68] N. Y., F. Warne & Co., 26 E. 22nd St. bds. $1.50
A fairy-tale reprinted from "Holiday romance" first published in 1868.

Directory of directors in the city of New York, 1921-1922; [with an appendix containing a selected alphabetical list of corporations, showing officers and directors under the distinctive classifications: Banks and trust companies, Insurance, safe deposit and guarantee companies, Transportation, telegraph, telephone and express companies, Manufacturing and miscellaneous companies, New York exchanges]; bi-ennial edition. 1071 p. O c. '21 N. Y., Directory of Directors Co., 189 Madison Ave. $10

Dresser, Horatio Willis
Spiritual health and healing. 13+314 p. D [c. '22] N. Y., T. Y. Crowell $2
The author pleads for a return to the simple beliefs of the early Gospel writers. He sums up many of the forces from Dr. Quimby down to the most recent writers of New Thought.

Drinkwater, John
Seeds of time [verse]. 10+68 p. D c. Bost., Houghton Mifflin bds. $1.25
Some of these poems have appeared in Century, Christian Science Monitor, The Dial, Literary Review, Poetry, The Yale Review and other magazines.

Dougherty, George Edwin
Manual of Dougherty's shorthand. 128 p. D [c. '21] Topeka, Kans., Dougherty Pub. Co. $1.50

Dowd, Albert Atkins, and Curtis, Frank W.
Tool engineering-jigs and fixtures. 293 p. il. O '22 N. Y., McGraw-Hill $3

Donnelleys directory of Chicago manufacturers and distributors; selected classified lists of Chicago manufacturers and distributors arranged in alphabetical order under their respective business headings. 360 p. O '22 c. '21 Chic., The Reuben H. Donnelley Corp., 633 Plymouth Court apply

Dukes, Sir Paul
Red dusk and the morrow; adventures and investigations in red Russia; il. from photographs by the author. 322 p. front. (por.) O c. Garden City, N. Y., Doubleday, Page $3.50
The author penetrated into the heart of Soviet Russia as a secret service man under various disguises. He answers the questions "Why does the Soviet government last so long?" and "How is it to be ended?"

Emerson, Ralph Waldo
Essays and poems of Emerson; with an introd. by Stuart P. Sherman. 45 p. D '21 N. Y., Harcourt, Brace $1.20

English short stories selected to show the development of the short story from the fifteenth to the twentieth century. 14+368 p. S (Everyman's library, no. 743) [n. d.] N. Y., Dutton $1; library bind. $1.35; leath. $2
Stories by Barnaby Rich, Daniel Defoe, Laurence Stern, Oliver Goldsmith, Agnes Strickland, C. G. D. Roberts, Walter de la Mare, Hugh Walpole, Thomas Hardy, John Galsworthy, and others.

Ferris, Anita B.
The ring of Rama Krishniah; a pageant-play of Christian stewardship. 31 p. diagrs. music O [c. '22] N. Y. and Cin., The Abingdon Press pap. 25 c.

Ficke, Arthur Davison
Mr. Faust; an entirely new version, reconstructed for stage production; [produced at the Provincetown players theatre, New York, January 30, 1922] 62 p. D c. N. Y., Frank Shay, 4 Christopher St. bds. $1.25

Ford, Sewell
Meet 'em with Shorty McCabe. 303 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Frank, Waldo David
Rahab. 250 p. D [c. '22] N. Y., Boni & Liveright $2
A story of contemporary types of American life, in which the "double standard" plays an important part.

Gibbon, Muriel Morgan
The Pharisees; [a novel]. 338 p. D c. Garden City, N. Y., Doubleday, Page $1.75

Gibson, Axel Emil
Facts and fancies in health foods. 9+112 p. D [c. '21] Los Angeles, Cal., The Master Mind Pub. Co., 618 S. Spring St. pap. $1

Gillette, Halbert Powers, and Dana, Richard T.
Construction cost keeping and management. 572 p. il. O '22 N. Y., McGraw-Hill $5

Gilmore, Melvin Randolph
Prairie smoke; a collection of lore of the prairies; 2nd ed., revised. 80 p. maps O [c. '22] Bismark, N. D., [Author] $1.50
Customs, stories and myths of the Indians of the Missouri River region. The author is curator, State Historical Society of North Dakota.

Golden (The) treasury of longer poems; selected and edited by Ernest Rhys. 374 p. S (Everyman's library, no. 746) [n. d.] N. Y., Dutton $1; library bind. $1.35; leath. $2
Poems by Chaucer, Ben Jonson, Milton, J. Swift, Samuel Johnson, Thomas Chatterton, Burns, Wordsworth, R. Browning, Francis Thompson, Alice Meynell, Robert Bridges and others.

Goodell, Charles LeRoy, D.D.
Heralds of a passion. 15+141 p. D [c. '21] N. Y., Doran $1.25

Goodnow, Minnie
First-year nursing; a text-book for pupils during their first year of hospital work; 3rd ed., thoroly revised. 358 p. il. diagrs. D '21 Phil., Saunders $2.25

Gorky, Maxim, pseud. [Alexei Maximovich Pyeshkoff]
Through Russia; a book of stories; tr. from the Russian by C. J. Hogarth. 11+276 p. S (Everyman's library, no. 741) [n. d.] N. Y., Dutton $1; library bind. $1.35; leath. $2

Gowens, Tuenis E.
The rock that is higher and other addresses. 160 p. D [c. '22] N. Y. and Chic., Revell $1.25

Grierson, Herbert John Clifford
Lord Byron: Arnold and Swinburne. 32 p. O (Warton lecture on English poetry, 11) '21 N. Y., Oxford University Press pap. 90 c.

Growth (The) of political liberty; a source book of English history selected and edited by Ernest Rhys. 18+331 p. S (Everyman's library, no. 745) [n. d.] N. Y., Dutton $1; library bind. $1.35; leath. $2
"The main idea in this history-book is to trace the slow political growth of the common folk, from the folk-right assigned in the old "Dooms" of Alfred and Edgar, to the fuller liberty given them by the "Acts" of Parliament in our time."

Gull, Cyril Arthur Edward Ranger [Guy Thorne, pseud.]
The city in the clouds. 299 p. D [c. '22] N. Y., Harcourt, Brace $1.75
A mystery story with the plot laid in a palace two thousand feet above London.

Financial Publishing Company
Tables of short time bond values, showing the net return from 2% to 10%, progressing by 8th figured at true discount from bonds and notes at coupon rates of 3, 3½, 4, 4¼, 4½, 4¾, 5, 5¼, 5½, 5¾, 6, 6½, 7, 7½, 8%, maturing at any time within a period of six months having a coupon payable at maturity by Alfred Greenough, and Financial publishing company; also tables showing the yields from 3% to 15% of bonds maturing in 7-8-9-10-11 months, 1 year, 15 months, 1½ years, 21 months and 2 years; computed with mathematical accuracy for bond values on the following coupon rates: 3, 3½, 4, 4¼, 4½, 4¾, 5, 5¼, 5½, 6, 6½; 7, 7½, 8%. 453 p. O [c. '21] Bost., Financial Publishing Co., 17 Joy St. $12

Fisher, Benjamin Franklin
Poems. 9+327 p. front. (por.) D [c. '21] Bost., D. D. Nickerson & Co., 212 Summer St. $2

Gamble, Thomas, comp.
Naval stores; history, production, distribution and consumption. 286 p. il. O [c. '21] Savannah, Ga., Review Publishing and Printing Co. pap. $3.25

Haldeman, Isaac Massey, D.D.
Christ, Christianity and the Bible. 158 p. D [c. '22] N. Y. and Chic., Revell $1.25

Hall, Holworthy. *See* **Porter, Harold**

Hammond, C. S., and Company
Hammond's handy atlas of the world with 1920 census; [with 92 col. maps] 130 p. diagrs. O '22 N. Y., C. S. Hammond & Co., 30 Church St. $1
Published also under title: The little giant atlas of the world with 1920 census. 1921.

Harper, William Rainey
William R. Harper's Elements of Hebrew by an inductive method; new and rev. ed. by J. M. Powis Smith. 222 p. D c. '21 N. Y., Scribner $3

Harrison, Henry Sydnor [Henry Second, pseud.]
Saint Teresa; a novel. 455 p. D c. Bost., Houghton Mifflin. $2
A story of present-day America centering about a clash of wills between a determined girl and an equally determined young man.

Henderson, John J.
Apoplexy, paralysis, high blood pressure, heart diseases and nervous diseases, their cause and special instructions for self-treatment. 119 p. il. D '21 Charleston, W. Va., [Author] $2.50

Hennig, W. E.
Telephony. 72 p. il. O '22 Milwaukee, Wis., Caspar $1.50

Heron, Henrietta
The workers' conference; how to make it go. 141 p. (4 p. bibl.) il. S [c. '21] Cin., The Standard Pub. Co. 75 c.

Hilliard, Evelyne
The elements of elocution; a text book for the use of teachers and students of breathing, voice work, articulation, pronunciation, vocabulary, poise, gesture; together with exercises and examples. 2+27 p. O [c. '21] N. Y., [Author], 102 W. 93rd St. pap. $1

Hiscox, Gardner D., ed.
Henley's twentieth century formulas, recipes and processes. 840 p. O c. '21 N. Y., Norman W. Henley Pub. Co., 2 W. 45th St. $4

Hoenig, L. J.
Modern methods in selling; a book for every man and woman in business. 299 p. D [c. '22] Indianapolis, Ind., Bobbs-Merrill $2.50
This volume is addressed to the clerk, window-dresser, advertiser, letter-writer and department-manager.

Hofman, Heinrich Oscar
Metallurgy of zinc and cadmium. 340 p. il. O '22 N. Y., McGraw-Hill $4

Hopkins, William John
She blows! and sparm at that!; with il. from paintings by Clifford W. Ashley. 361 p. front. pls. D c. Bost., Houghton Mifflin $2.50
The experiences of a whaler out of New Bedford in the seventies.

Hover, Sanford Watrous
Constructivism, its evidence and principles; a new philosophy of existence, a science of right conduct. 2+23 p. O [c. '21] Southern Pines, N. C., Research Pub. Co. 50 c.

Hunter, George William, and Whitman, Walter George
Civic science in the community. 430 p. front. pls. diagrs. D [c. '22] N. Y., Am. Book Co. $1.40
Partial contents: Advantages offered the community; Water and its place in the life of the community; How the community cares for its citizens; Transportation and communication; How life on the earth has improved.

Huntington, Mrs. Flora Clarke
The handkerchief and the sword, and other stories. 105 p. D [c. '21] N. Y., Authors and Publishers Corp., 440 4th Ave. $1

[Hurst, Albert Edwin, and Nowak, Clarence Joseph]
Daily's showcard writing system; complete in thirty-four lessons; formerly "the Haberdasher." 96 p. il. Q [c. '21] Dayton, O., B. L. Daily $2

Hutten zum Stolzenberg, Bettina, Baroness von
Mothers-in-law. 296 p. D [c. '22] N. Y., Doran $1.75
The story of the testing of two mothers-in-law, one an Italian and the other an American.

Gunners' instruction; fixed mortars; 15th edition. 149 p. O '21 Fort Monroe, Va., Journal U. S. Artillery pap. 50 c.
Gunners' instruction; gun companies; 15th edition. 142 p. il. fold. tab. diagrs. O '21 Fort Monroe, Va., Journal U. S. Artillery pap. 50 c.

Haycraft, Samuel
A history of Elizabethtown, Ky., and its surroundings; written in 1869. 188 p. il. pors. O '21 Elizabethtown, Ky., The Woman's Club of Elizabethtown $1.50

Holliday, Robert Cortes [Murray Hill, pseud.
On little bookshops; reprinted from The Bookman of January, 1922. 14 p. nar. D N. Y., National Association of Book Publishers, 334—5th Ave. pap. gratis

Honnold, Arthur B.
Honnold's pleading and practice; Oklahoma; 3 v. 3000 p. forms O '22 Kansas City, Mo., Vernon Law Bk. Co. buck. $30

Horning, Emma, and others
Junior folks at mission study—China; a symposium written by missionaries in China. 64 p. (bibl.) col. front. il. maps pls. (part col.) pors. D [c. '21] Elgin, Ill., General Mission Board 60 c.

Hudson, Ralph Gorton
A theory of metallic arc welding. 12 p. il. O (Research div., Electrical engineering dept., bull. no. 21) '20 Bost., Massachusetts Institute of Technology pap. 20 c.

Huey, Mrs. Lillian Olive Gribble
Rosemary and rue and other poems; [selected and ed. by her son, Edwin Carlton Huey.] 3+50 p. O c. '21 Winston-Salem, N. C., The Children's Home Printshop $1

Hyde, Charles Cheney
International law; chiefly as interpreted and applied by the United States; 2 v. 1+488; 2+925 p. O [c. '22] Bost., Little, Brown $25 set.

Ibsen, Henrik

Peer Gynt; a dramatic poem; [introd. by R. Farquharson Sharp]. 11+242 p. S (Everyman's library, no. 747) [n. d.] N. Y., Dutton $1; library bind. $1.35; leath. $2

Ihrig, Luther G.

Unique collection letters. 336 p. O c. '21 Dayton, O. [Author] $5

Johnston, Mary

Silver cross. 289 p. D c. Bost., Little, Brown $2

A tale of the 16th century in England.

Johnston, William Andrew

The tragedy at the Beach club. 269 p. front. D c. Bost., Little, Brown $1.75

The story of a mysterious murder at the Beach Club, and the disappearance of the only piece of evidence, a letter half scrawled by the dying man.

Jordan, David Francis

Business forecasting. 15+270 p. tabs. diagrs. O c. '21 N. Y., Prentice-Hall $5

Kaufman, Herbert

The winning fight. 329 p. D (Popular copyrights) [c. '10] N. Y., Grosset & Dunlap 75 c.

Kenyon, Sir Frederic George

The fellowship of learning; presidential address delivered at the annual general meeting, July 6, 1921. 12 p. O (British academy) '21 N. Y., Oxford University Press pap. 70 c.

Knowlson, Thomas Sharper

The art of thinking. 9+165 p. D [c. '21] N. Y., T. Y. Crowell $1.35

Koopman, Harry Lyman

The guerdon; a collection of short poems. 26 p. O [c. '21] Providence, R. I., The Preston & Rounds Co., 98 Westminster St. pap. $1

Lagerlöf, Selma Ottiliana Lovisa

The outcast; tr. from the Swedish by W. Worster. 297 p. D c. Garden City, N. Y., Doubleday, Page $1.90

A story of Swedish life.

Lanier, Henry Wysham

A century of banking in New York; 1822-1922. 10+335 p. front. pls. plans tabs. O [c. '22] N. Y., Doran $5

Partial contents: The year the banks migrated; Individual notes as currency; The banker in 1820; Who was who in finance; Expansion and panic; The coming of the Clearing House; Civil war and the national banking system; The Federal Reserve and the new era.

Larson, Christian Daa

Practical self-help; or, How to make full and effective use of that greatest and best that is in you. 223 p. D [c. '22] N. Y., T. Y. Crowell $1.75

Partial contents: Learn to help yourself; You and your own world; The successful mental attitude; Effective use of thought and action; Building self-confidence; Know what you want; Building the positives; Optimism that makes good; The right use of life.

Lawrence, Ralph Restieaux

Principles of alternating currents. 432 p. il. O (Electrical engineering ser.) '22 N. Y., McGraw-Hill $4.

Lewisohn, Ludwig

Up stream; an American chronicle. 248 p. O [c. '22] N. Y., Boni & Liveright $3

The autobiography of the dramatic critic of The Nation.

Lindsey, William

The backsliders. 362 p. D c. Bost., Houghton Mifflin $1.90

A tale of small-town life and the adventures of a young clergyman and a young woman, who is considered a pagan by her neighbors.

Lindstrom, J. W.

Bungalows; forty designs of artistic homes. 48 p. il. plans O '22 Milwaukee, Wis., Caspar pap. $1

Livy, Titus Livius

The history of Rome; v. 4. 11+404 p. S (Everyman's library, no. 749) [n. d.] N. Y., Dutton $1; library bind. $1.35; leath. $2

Lönroth, Elisabet

Keen eye; children's stories. 126 p. pls. S [n. d.] Rock Island, Ill., Augustana Bk. Concern bds. apply

Lovelace, Griffin M.

The house of protection; endorsed by the National association of life underwriters. 6+129 p. D (Harper's life insurance library) [c. '21] N. Y., Harper bds. $1.50

Lucretius, Titus Lucretius Carus

Lucretius: Of the nature of things; a metrical tr. by William Ellery Leonard. 16+301 p. S (Everyman's library, no. 750) ['21] N. Y., Dutton $1; library bind. $1.35; leath. $2

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]

The mystery of Mary; front. by Anna W. Speakman. 202 p. D (Popular copyrights) [c. '10-'12] N. Y., Grosset & Dunlap 75 c.

Jones, Frederick Robertson, comp.

Digest of workmen's compensation laws in the United States and territories, with annotations; 7th ed., rev. to December 1, 1921. 389 p. map (end-paper) O [c. '21] N. Y., Workmen's Compensation Publicity Bureau, 80 Maiden Lane $5

Also published in pamphlet form for the various States, the prices ranging from 50 c. to $1 each. Sets of 47 States $25, when purchased at the same time. The map showing private insurance vs. State-managed insurance under Workmen's Compensation laws in the U. S., 25 c. each.

League (The) of nations debate manual; text of covenant with references on both sides of questions. 68 p. O (Extension bull. v. 1, no. 8, Dec. 16, 1921) '21 Chapel Hill, N. C., University of North Carolina pap. 50 c.

Ladd, Walter Alexander

Table of topics, Massachusetts classification index plan of Hildreth's Massachusetts digest, v. 1 (212-231) and annual advance sheets for 1921 (232-235) inclusive). 3+23 p. O '21 Bost., Massachusetts Digest Associates, inc. pap. $2

McFee, William
An engineer's note book; essays on life and letters; [new ed.] 48 p. D c. '21 N. Y., Frank Shay, 4 Christopher St. bds. $1.25

MacGowan, Alice, and Newberry, Perry
The million dollar suitcase. 326 p. D [c. '22] N. Y., Stokes $1.75
"A mystery story of a man who takes six years to plan a discovery-proof crime and gives the detectives a run for their money."

MacGrath, Harold
The man with three names; il. by Ralph Pallen Coleman. 284 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

MacKee, George Miller
Rays and radium in the treatment of diseases of the skin. 602 p. pls. charts O '21 Phil., Lea & Febiger $9

Marks, Lionel Simeon
The airplane engine. 349 p. il. O '22 N. Y., McGraw-Hill $6

Marshall, Edison
Shepherds of the wild; with front. by W. Herbert Dunton. 300 p. D c. Bost., Little, Brown $1.75
The story of a wealthy society man who goes to Idaho, where he voluntarily assumes charge of a large flock of sheep after their herder had been killed by cattlemen.

Martin, Franklin H.
South America from a surgeon's point of view. 325 p. D [c. '22] N. Y., and Chic., Revell $3

Martindale, Rev. Cyril Charlie
St. Justin, the martyr. 156 p. (2¼ p. bibl.) D (Catholic thought and thinkers ser.) '21 N. Y., P. J. Kenedy $1.75
The life of St. Justin for the general reader.

Mayer, August L.
Architecture and applied arts in old Spain. 176 p. Q '21 N. Y., Brentano's $7.50

Meeker, J. Edward
The work of the stock exchange. 610 p. (14¼ p. bibl.) O. c. N. Y., Ronald Press $5
A description of the activities of the Stock Exchange, showing its connection with American business and finance.

Merrick, Leonard
One man's view; with an introd. by Granville Barker. 8+214 p. D ['97-'22] N. Y., Dutton $1.90; $2.50 [limited ed., 1500 copies]
Formerly published in 1897 by Herbert S. Stone & Company.

Metcalf, Leonard, and Eddy, Harrison Prescott
Sewerage and sewage disposal; a textbook; [new ed.] 598 p. il. tabs. O '22 N. Y., MacGraw-Hill $5
A briefer edition of the 3 v. work, "American Sewerage Practice," published 1914-1916.

Millay, Edna St. Vincent
The lamp and the bell; a drama in five acts; [new ed.] 71 p. D c. N. Y., Frank Shay, 4 Christopher St. bds. $1.50

Miller, Madeleine Sweeny [Mrs. J. Lane Miller]
The Easter pilgrims; a pageant. 37 p. front. pls. music il. O [c. '22] N. Y. & Cin., The Abingdon Press pap. 20 c.

Milne, Alan Alexander
Mr. Pim. 7+315 p. D [c. '22] N. Y., Doran $1.75
A novelized form of the play "Mr. Pim Passes By."

Mitchell, Ruth Comfort [Mrs. William Sanborn Young]
Jane journeys on. 295 p. front. D c. N. Y., Appleton $1.75
The story of a young girl who travels about America in search of material for her stories.

Montgomery, Robert Hiester
Income tax procedure 1922; including Federal capital stock tax, Federal estate tax and Supplement to Excess profits tax procedure, 1921. 20+1911 p. O c. N. Y., Ronald Press $10
The new federal income tax law of November, 1921, on individuals, partnerships, and corporations, and latest Treasury Department regulations.

Morgan, George Campbell, D.D.
The Bible in five years; a comprehensive outline for study of the entire sacred volume. 47 p. D [c. '22] N. Y. and Chic., Revell pap. 35 c.

Mumby, Frank Arthur
The fall of Mary Stuart; a narrative in contemporary letters. 14+368 p. front. (por.) pors. O '22 Bost., Houghton Mifflin $5
The story of Mary Stuart told thru letters of Bothwell, Queen Elizabeth, Catherine de Medici, Lethington and many others of her time.

Murray, Robert Henry
Dublin university and the new world; a memorial discourse preached in the chapel of Trinity college, Dublin, May 23, 1921. 96 p. D '21 N. Y., Macmillan $1.25
"The story of the great sons of Trinity College, who played a prominent part in the early days of the New England Colonies."

Markoe, William M.
The slave of the negroes; [an account of the life and work of Peter Claver.] 62 p. D '20 Chic., Loyola University Press pap. 10 c.

Meyer, Ernest Christopher .. ..
Infant mortality in New York city; a study of the results accomplished by infant-life saving agencies, 1885-1920. 14+135 p. (7 p. bibl.) fold. tab. diagrs. O (The International health board, pub. n. 10) '21 N. Y., The Rockefeller Foundation, 61 B'way pap. gratis

Mueller, Patricia ..
Golden chalice of song. 24 p. D [c. '21] Topeka, Kas., [Author], 1013 Van Buren St. $1

National Paving Brick Manufacturers Assn.
A system of uniform cost finding for paving brick manufacturers, prepared by the Committee on uniform cost finding of the National paving brick manufacturers association. 7+44 p. tabs. O [c. '21] Cleveland, O., National Paving Brick Manufacturers pap. gratis

Newman, Louis I.
Songs of Jewish rebirth [verse]. 36 p. O '21 N. Y., Bloch Pub. Co., 26 E. 22nd St. bds. 75 c.

Noguchi, Yoné
Japan and America; [addresses and essays]. 8+109 p. D '21 N. Y., Orientalia, 22 E. 60th St. $1.75

Old English nursery songs. 88 p. Q '21 N. Y., Brentano's $2.50

Old French nursery songs. 87 p. Q '21 N. Y., Brentano's $2.50

Ollivant, Alfred
One woman; being the second part of a romance of Sussex. 300 p. D c. Garden City, N. Y., Doubleday, Page $1.75
A chronicle of the strife of three men for the love of a woman, a beautiful peasant of the Sussex Downs.

O'Neill, Moira, pseud. [Nesta Higginson]
Songs of the glens of Antrim and more songs of the glens of Antrim; two v. in one. [verse] 126 p. D '22 c. '21-'22 N. Y., Macmillan $1.50

Orczy, Emmuska, i. e. Emma Magdalena Rosalia Maria Josefa Barbara [Mrs. Montagu Barstow] Baroness
Castles in the air; being the adventures of M. Hector Ratichon. 9+252 p. D [c. '22] N. Y., Doran $1.75
A story in the time of Robespierre and Napoleon, which has to do with a series of gallant escapades of an ingenious rogue.

O'Ryan, John Francis
The story of the 27th division; 2 v. 1160 p. front. il. pors. fold. maps fold. tab. O '22 c. '21 N. Y., Wynkoop Hallenbeck Crawford Co., 80 Lafayette St. bds. $14.75

Pearson, Adelaide
The laughing lion and other stories; il. by Winifred Bromhall. 196 p. il. D '21 N. Y., Dutton $2
Stories told to the children in the Children's Art Centre, Boston.

Pemberton, May
Christmas plays for children; music and il. by Rupert Godfrey Lee. 109 p. front. pls. O [n. d.] N. Y., T. Y. Crowell $1.50

Pierce, Robert F. Y., D.D.
Blackboard efficiency; a suggestive method for the use of crayon and blackboard. 224 p. D [c. '22] N. Y. and Chic., Revell $1.50

Pierce, Frederick
Our unconscious mind and how to use it. 9+323 p. (2½ p. bibl.) diagrs. D [c. '22] N. Y., Dutton $3
Partial contents: The operating tower; Behind the scenes with a human mind; The endocrine glands, compensation, striving, and false goals; Autosuggestion; Making a contented human group; The new psychology in advertising and selling.

Porter, Harold Everett [Holworthy Hall, pseud.]
Egan. 380 p. D (Popular copyrights) [c. '19-'20] N. Y., Grosset & Dunlap 75 c.

Prosper, John
Gold-killer; a mystery of the new underworld. 7+283 p. D [c. '22] N. Y., Doran $1.75
A romance of New York's underworld.

Practical spelling; a text book for use in commercial schools, normal schools, colleges, academies, and high schools. 9+128 p. D [c. '21] Cleveland, O., The Practical Text Book Co. 50 c.

Reinsch, Paul Samuel
An American diplomat in China. 12+396 p. O c. Garden City, N. Y., Doubleday, Page $4
An intimate story of life in China. The author was American Minister to China, 1913-1919.

Reyneau, P. O., and Seelye, H. P.
Economics of electrical distribution. 209 p. il. O '22 N. Y., McGraw-Hill $2.50

Roberts, Charles George Douglas
In the morning of time. 311 p. D [c. '22] N. Y., Stokes $1.90
A novel of prehistoric times.

Rosenberger, Jesse Leonard
Through three centuries; Colver and Rosenberger lives and times, 1620-1922. 12+407 p. (5½ p. bibl.) front. (por.) pls. pors. O [c. '22] Chic., University of Chicago Press $2.50
Partial contents: Colvers and New England in early days; The life of Rev. Charles Kendrick Colver; Jesse Leonard Rosenberger and his times.

Rousseau, Victor, pseud. [Victor Rousseau Emanuel]
The Big Muskeg. 302 p. D [c. '21] Cin., Stewart Kidd Co. $2

Newark, N. J., Free Public Library
Chemistry; books and periodicals relating to chemistry in all its aspects, especially in its industrial applications and the marketing of chemicals and chemical products; compiled from the New Jersey Chemical society by the Newark Public library; all these books and journals are in the Newark library. 15 p. O '21 Newark, N. J., Free Public Library pap.

Printing and allied industries; a list of books and periodicals. 19 p. O '22 Newark, N. J., Free Public Library pap.

Petrunkevitch, Alexander Ivanovitch
Russia's contribution to science. various paging O (Transactions of the Conn. Academy of arts and sciences, v. 23) '20 New Haven, Conn., Connecticut Academy of Arts and Sciences pap. 40 c.

Philodemus
The rhetorica of Philodemus; tr. and commentary by Harry M. Hubbell. various paging O (Transactions of the Conn. Academy of Arts and Sciences. v. 23) '20 New Haven, Conn., Connecticut Academy of Arts and Sciences pap. $1.20

Randall, Henry E.
Randall's instructions to juries; a comprehensive treatise on instructions to the jury, supplemented by over 12,000 forms of instructions approved by the Appellate courts, quoted from the opinions of the courts; over 40,000 citations of cases; a safe guide for trial courts and lawyers in that critical time in every case when instructions are prepared and passed upon; 5 v.; [v. 1 and 2 now ready] various paging O 22 Kansas City, Mo., Vernon law Bk. Co. ea. $10; $50 set.

Sabine, Wallace Clement
Collected papers on accoustics. 279 p. Q c. Cambridge, Mass., Harvard Univ. Press $4

Sailer, T. H. P.
The mission study class leader; rev. and enl. edition. 6+194 p. D [c. '21] N. Y., Missionary Education Movement of U. S. and Canada pap. 75 c.; $1

Sanford, Chester Milton, and Owen, Grace Arlington
Other soldiers; stories of sacrifice and service rendered by animals and children during the world war. 207 p. front. il. D [c. '21] Chic., Laurel Book Co., 375 S. Market St. 80 c.

Schottmuller, Frieda
Interiors and furniture of the Italian renaissance. 246 p. il. pls. Q '21 N. Y., Brentano's $10

Sears, Clara Endicott
The romance of Fiddler's Green. 10+239 p. D c. Bost., Houghton Mifflin $1.75
A story of village life in New England.

Sewell, Mrs. Anna
Black beauty; the autobiography of a horse; [with a memoir of the author by Vincent Starrett.] 15+238 p. il. S (Everyman's library, no. 748) ['21] N. Y., Dutton $1; library bind. $1.35; leath. $2

Shepard, Morgan [John Martin, pseud.]
John Martin's big book for little folk, no. 5. il. O c. 21 Bost., Houghton Mifflin $3

Snyder, Franklyn Bliss, and Crane, Ronald Solmon
The English of business. 4+262 p. D c. '22 N. Y., Harcourt, Brace $1

Stanoyevich, Milivoy Stoyan
Early Jugoslav literature; 1000-1800. 8+91 p. (3 p. bibl.) O (Columbia univ. Slavonic studies, v. 1) c. N. Y., [Lemcke & Buechner] pap. $1.50; $1.75

Terhune, Albert Payson
His dog. 183 p. front. (por.) D [c. '22] N. Y., Dutton $1.50
The story of a lonely man on the downgrade who is redeemed by his dog.

Tetrazzini, Luisa *See* **Bazelli, Luisa**

Thompson, Wallace
The Mexican mind; a study of national psychology. 11+303 p. O c. Bost., Little, Brown $2.50
Partial contents: The streams of race; The Mexican temperament; Signposts of custom; Playtime in Mexico; The Mexican crowd; Mexico and the world without. The author was formerly a newspaper correspondent in Mexico.

Tilden, William Tatem, 2nd.
It's all in the game and other tennis tales; il. by Arthur Schwieder. 9+245 p. D c. Garden City, N. Y., Doubleday, Page $1.75
Stories for boys in which much sound tennis advice is given. The idea that lies back of them is to "be a good sport and play the game."

Todd, Victor H.
Protective relays; their theory, design and practical operation. 274 p. il. O '22 N. Y., McGraw-Hill $2.50

Toohey, John Peter
Fresh every hour; detailing the adventures, comic and pathetic of one Jimmy Martin, purveyor of publicity, a young gentleman possessing sublime nerve, whimsical imagination, colossal impudence, and withal, the heart of a child. 256 p. D [c. '22] N. Y., Boni & Liveright $2

Turgenev, Ivan Sergieevich
Fathers and sons; tr. from the Russian by C. J. Hogarth. 276 p. S (Everyman's library, no. 742) [n. d.] N. Y., Dutton $1; library bind. $1.35; leath. $2

Venable, Francis Preston
Zirconium and its compounds. 176 p. O (American chemical society monograph ser.) [c. '22] N. Y., The Chemical Catalog Co., inc. $2.50

Vignola, Giacomo Barozzio
Vignola; an elementary treatise on architecture comprising the complete study of the five orders, with indication of their shadows and the first principles of construction; work divided into seventy-six plates drawn and arranged by Pierre Esquié; tr. by William Robert Powell, jr. no paging F c. '21 Cleveland, O., J. H. Jensen, Caxton Bldg. $6

Werwath, Oscar E., and Mehrtens, A. C.
Gas and gasoline engines. 96 p. il. O '22 Milwaukee, Wis., Caspar $1.50
Gas and gasoline engine ignition. 132 p. il. O '22 Milwaukee, Wis., Caspar $1.50

Wheeler, Harold Felix Baker
Napoleon, 1769-1821. 319 p. col. front. (pors.), pls. (part col.) O [n. d.] N. Y., T. Y. Crowell $3
First published in 1910 under title "The Story of Napoleon," and reprinted in the "Told through the ages ser." in 1911.

Whitman, Stephen French
Sacrifice; [a novel.] 337 p. front. D c. N. Y., Appleton $2

White, Mrs. Grace Miller
The marriage of Patricia Pepperday; with front. by Ralph P. Coleman. 347 p. D c. Bost. Little, Brown $1.90
How neither love and marriage, theatrical failure or success, poverty or wealth could divert Patricia from her one great purpose of clearing her brother's name of a murder charge.

Whitney, Orson Ferguson
Saturday night thoughts; a series of dissertations on spiritual, historical and philosophic themes. 323 p. D '21 Salt Lake City, Utah, The Deseret News $1

Who's who among North American authors
441 p. pors. O [c. '21] Los Angeles, Cal., Golden Syndicate Pub. Co., 321 West 3rd St. $5
Biographical sketches of American writers with list of their books. "The names of some great authors will be omitted from this book that the public would naturally expect to find within its covers. It has been the policy of the publishers to insert only the names of those authors that have responded to the invitation by giving the facts of their own lives." Foreword.

Wilkinson, Maurice
Erasmus of Rotterdam. 143 p. D (Catholic thought and thinkers ser.) '21 N. Y., P. J. Kenedy $1.75
The story of the life, works and influence of Erasmus for the general reader.

Rare Books, Autographs and Prints

AN expression of preference by the freshmen of Radcliffe College, at Cambridge, was recently taken as to their favorite works of fiction. Dickens led, with "David Copperfield" and "The Tale of Two Cities" tying each other for first place. Thackeray, Scott and Hardy tied for second place.

English, French and German colored prints of the eighteenth and nineteenth centuries in mezzotint and stipple, Arundel Society prints, and finely colored aquatint views of American and foreign places collected by the late John B. Pease of Roxbury, Mass., will be sold at the American Art Galleries, Thursday evening, March 23.

A second division of the great Lotz-Brissonneau collection of prints by Auguste Lepere, this one devoted to wood engravings, has been placed on view in the Knoedler Galleries. M. Lotz-Brissonneau was the friend and cataloger of this artist's work, and the prints he secured for his own collection shows Lepere's art at its best.

Henry Van Dyke's story of "The Other Wise Man" has just been translated into Corean and published in Seoul. Translations of this story into Italian, French, Dutch, Japanese, German, Frisian, Spanish, Armenian, Swedish, Portuguese, Arabic, Malayan, and Chinese have already appeared. Few modern stories have been translated into as many languages or so widely scattered over the face of the earth.

"Two Poems" by John Freeman, in a thin large octavo volume, bound in blue boards with linen back, designed by Bruce Rogers and printed at the press of William Rudge, at Mount Vernon, N. Y., limited to 425 copies and published by Maurice Firuski, Dunster House, Cambridge, has just appeared. Collectors have long since learned that the initials "B. R." never fail to stand for typographical excellence in any volume in which they appear.

On Novemer 21, 1921, King George V. issued a proclamation granting arms to the Dominion of Canada. Stanley Harrod has made a fine etching of the new arms, proofs of which may be obtained from printsellers or directly from Alfred Fowler, Board of Trade Building, Kansas City, Mo. The proofs are printed in warm-toned ink, on large paper measuring 7½ by 10 inches, each bearing the artist's autograph and limited to 500 copies.

Every time that there is a fire in or near a Government bureau at Washington, like that recently at the Treasury Building, the agitation for a national archive building breaks out afresh. Records, priceless to historians and others invaluable to the Government lie much scattered among the departments and subject to serious fire hazard. Advocates of an archives building are pressing for action this session. There is the usual talk of economy, but a plan to protect valuable government property is itself a form of economy that should appeal to the common sense of even the average congressman.

"My Boyhood" is the title of a posthumous volume which collectors of the first editions of John Burroughs will not want to miss. It will be published by Doubleday, Page & Co., on March 24, and is the story of the naturalist's childhood written some years ago for his son Julian who has written an introduction. It is a picture of Burrough's boyhood on his father's farm eighty years ago and tells of the self-contained, self-sufficient household where they raised their own food, made most of their own clothes, furnished their own entertainment and led a life as different from ours as that of the stone age.

Francis R. Hart has written and Houghton Mifflin Company will publish "Admirals of the Caribbean," the romantic story of the great admirals of the Spanish Main whose battles won there made the settlement of Virginia and Massachusetts possible and determined the nationality of North America. The volume is profusely illustrated with portraits and rare prints. There will be two hundred copies of a large paper edition, bound with white vellum back, black label, and yellow sides, printed on handmade paper with mounted illustrations. Many collectors of Americana will be interested in this special edition and it will be necessary for them to order promptly for it will not last long.

The historical library, formed by the late James Phinney Baxter, Mayor of Portland, Me., will be sold at the Anderson Galleries, March 20, 21 and 22, by order of its present owner, Hon. Percival P. Baxter, Governor of the State of Maine. The library is especially rich in historical material relating to Maine and other New England states, including a wide range of town histories with their genealogical data. Here are rare tracts of the French and Indian War, the Revolutionary period, works on witchcraft, the North American in-

dians, especially of New England, and much miscellaneous Americana. This is a collection that should especially interest librarians, for there is much unusual historical material in good condition that will sell for moderate prices. Of course there are rarities that the collector will be willing and obliged to pay good prices for.

A reader of this department asks an explanation in regard to the rise in value of Quarles Quickens's "English Notes," Boston, 1842, a satire on Dickens's "American Notes," which brought $45 at the Brady sale at the American Art Galleries, December 3, 1917, and $800 at the sale of the Wilkins Dickensiana recently at the Anderson Galleries. Of course the principal reason is the growing belief that Edgar Allan Poe wrote this book. Before the Brady sale a bookseller had cataloged it for $1,450. The cataloger of the Brady copy apparently was less sure than the bookseller as to its authorship, not placing the item under Poe, and this seems to account in a measure for its low selling price. In the meantime, Joseph Jackson of Philadelphia, in an introduction to a limited edition of "English Notes" has made out a very strong case for Poe. The cataloger of the Wilkins copy was alive to the recent developments and made the most of them. If another copy were to appear in the auction room now it would doubtless show an advance over the recent high price, for the general conviction seems to be growing that Poe was its author.

Several consignments from oversea, together with the remainder of the library of the late Daniel F. Appleton of this city, was sold at the Anderson Galleries, March 6, 7 and 8, 945 lots bringing $13,941.50. The highest price, $1,275, was brought by a beautiful, early fifteenth century manuscript "Horae Beatae Moriae Virginis" engrossed in Gothic characters on 213 leaves of vellum and bound in red velvet with brass clasps. Other important lots and the prices which they brought were the following: Racinet's "Le Costume Historique," 6 vols., small 4to, half morocco, Paris, 1888, $100; Apperley's "Memoirs of the Life of John Mitton," with colored plates by Alken, London, 1851, third edition, $75; Daniell's "Oriental Scenery; or, Views in Hindostan," 6 vols., elephant folio, London, 1795-1808, original issue, $90; Defoe's "Novels and Miscellaneous Works," 20 vols., 16mo, crinkled calf by Reviere, Oxford, 1840, $137.50; Dickens's Christmas Books, 5 vols., levant by Reviere, London, 1843-48, first editions, $350; the original manuscript of the "History of the Trial of Mary Queen of Scots" used by Agnes Strickland when writing her "Life," 92 pages folio, circa 1587, $260; Milton's "Areopagitica," small 4to, calf, London, 1644, first edition, $147.50; Pater's "Works," 9 vols., three-quarters levant by Reviere, London, 1900, Macmillan's limited edition, $115.

F. M. H.

Auction Calendar

Monday afternoon and evening, and Tuesday. Wednesday afternoons, March 20th, 21st and 22nd, at 2:30 and 8:15. The historical library formed by the late Hon. James Phinney Baxter, Mayor of Portland, Maine. (Items 1150.) The Anderson Galleries, 489 Park Avenue, New York City.

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY *does not furnish a quarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Abraham and Straus Bookshop, Brooklyn, N. Y.
Social New York Under the Georges, by Esther Singleton.

Adair Bookstore, 1715 Champa, Denver, Colo.
Moorhead, Stone Age.

Allen Book and Printing Company, 454-456 Fulton St., Troy, N. Y.
Lavater, Essays on Physiognomy.
Dalzell, Musical Memoirs of Scotland.
Usher, Challenge of the Future.
Conan Doyle, The Lost World.
Braithwaite's Anthology of Magazine Verse, 1918, 1919, 1920.
George Bernard Shaw, His Plays, H. L. Mencken.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.
Giekie's Complete Works on New Testament series.
Seven Dispensations, by Graves.
Expositors Greek New Testament, 5 vols., by Robertson W. Nicol.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Set red cloth, Gebbie, Balzac.
The World's Parliament of Religions, 2 vols., edited by Rev. Henry Barrows, D.D., 1893.

D. Appleton & Company, 29-35 West 32nd St., New York
Marquis, The Cruise of the Jasper.

Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.
Lenotre, Last Days of Marie Antoinette.
Melville, Moby Dick, first ed.
John B. Yeats, Essays, Irish and American.
Holbrook, Parturition Without Pain.
Lawrence, Sons and Lovers.
Phillips, Old Wives for Nnew.
Lamont, Mencken—Men vs. the Man.
Mencken, Europe after 8.15.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.
Little Essays in Love and Virtue, by Havelock Ellis.
Life and Habit, by Samuel Butler.
Unconscious Memory, by Samuel Butler.
Loudres, by Zola.

Bailey's Book Store, Vanderbilt Square, University Block, Syracuse, N. Y.
John Martin's Book No. 5.

William M. Bains, 1213-15 Market St., Philadelphia, Pa.
Orr's Real Estate Broker's Cyclopedia.

Wm. Ballantyne & Sons, 1409 F St. Northwest, Washington, D. C.
Holland, Good Friday.
Ridgway, Thoughts for Good Friday.
Knox-Little, Three Hours Agony.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Negro in the New World, by Johnston.
Bartram's Travels in Carolina and Georgia.

A. A. Beauchamp, 603 Boylston St., Boston, Mass.
History of the Cross, Ward.
Priests and People in Ireland, McCarthy.
Den's Theology, Archbishop Peter Dens.
History of Scotland, 2 vols., Hume & Smollett.
Ireland's Ancient Schools and Scholars, J. Healy.
Confessions of St. Augustine.
Creed of Buddah and Creed of Christ, John Lane.
Church Epistles, Bullinger.
Book of the Courtier, Castiglione.
Science and Health, 1875-1882.
Christian Science Journals.

The Bell Book and Stationery Company, 914 East Main St., Richmond, Va.
Virginia Histories, Beverly. 1855. Howe-Stith, Sabin's Reprint. Page (Va.) Family. Keith's Ancestry of Pres. Benj. and W. H. Harrison.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York City
Universal Lumber, A B C 5th Code.
Shepperson Cotton, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

The Bibliopole, 55 St. Mark's Place, New York City
Women in All Ages, 10 vols., Phila., Barrie.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England
Sterry Hunt, Chemical and Geological Essays, Boston. 1875.

Blue Lantern Book Shop, 1705 W. Susquehanna Ave., Philadelphia, Pa.
Dowden, On the Mind and Heart of Shakespeare.
Little Journeys to the Houses of Amer. Authors, Higginson.

BOOKS WANTED—Continued

Blue Lantern Book Shop—Continued
Bible in English Literature, E. W. Work.
Bible in Shakespeare, Burgess.

The Bobbs-Merrill Co., Indianapolis, Ind.
His Own Country, Paul Kester.
Amazing Grace, by Kate Trimble Sharber.
The Just and the Unjust, by Vaughan Kester.

Bookaweek Postal Library, 24 Stone St., New York, N. Y.
Battles and Leaders of the Civil War.
Hardtack and Coffee.
Thou Shalt Not, Ross.
Speaking of Ellen, Ross.
Golden Days, Juvenile Magazine.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.
Studio Year Book for 1911 and 1912.
Cynics Word Book, Ambrose Pierce.
Hellinger's Dante, translated from the German by Father Bowden of the Oraory, 2 copies.

The Book Shop, 707 N. 2nd St., Harrisburg, Pa.
McFadden, Baby's Hymnal, 3 copies.
Mendelsohn, Stories of a Hundred Operas, 2 copies.
Bordeaux, The Fear of Living.

The Book Shop, Woods Hole, Mass.
Bangs, Booming of Acre Hill, 1900.
Biagi, Men and Manners of Old Florence. 1909.
Fitzgerald, Rambles in Spain, Crowell, 1913.
Golding, Wonder book of Ships, Stokes, 1914.
Gulliver, Friendship of Nations, Ginn, 1912.
Harkins, Famous Authors, Men; Women.
Paxson. Last American Frontier, Macmillan, 2 copies.
Perine, Amer. Trust Cos. Growth, etc., Audit Co.
Roscher, Bourne, Spanish Col. System, 1904.
Willard, Herald's Hist. Los Angeles, 1902.

E. P. Boyer, Bourse Bldg., Philadelphia.
Clausewitz, Campaign of 1812 in Russia.
Fain, Manuscript of 1814.
Gourgaud, Campaign of 1815.
Wilson, Russian Army and Campaign in Poland.
Berthier, Campaign in Egypt.

Boyveau & Chevillet, 22, rue de la Banque, Paris, France
American Historical Review, vols. 25, 26.

Brentano's, Fifth Ave. and 27th St., New York City
Seven Splendid Sinners, Trowbridge.
Historical Books on English.
California, Bancroft.
Books on Catherine II.
Diary of James Gallatin, 1813-27.
American Statesman Series, Houghton, Mifflin Co., Large Paper edition.
Brinkley's Japan. 10 vols., 1904 edition.
Hand and Ring, A. K. Green.
With a Saucepan Over the Sea, Adelaide Keen.
In Foreign Kitchens, L. B. Helen Campbell.
Metals in Antiquity, Dr. Gowland, Huxley Lecture.
Smiles. Lives of Engineers.
Industrial Biography, Miles.
Proper Pride.
Diana Barrington, B. L. Crocker
One Maid's Mischief, G M. Fenn.
Electro Therapeutical Practice, C. S. Neiswanger.
Americans of Royal Descent, 1919.
My Life and Times, Cyrus Hamlin.
Bibliotheca Americana, 1820-61, Roorbach.
Light from the Spirit World, Hammond.
How the War Came, Lord Loreburn.
In the Land of Pardons, Le Braz.
The Royal Academy from Reynolds to Millais, West.
The Highest Andes, E. A. Fitzgerald.
Bolivian Andes Record of Climbing and Exploration.
Changes in Bodily Form of Immigrants.
Awkward Age, Henry James.
Maternity, Dr. Henry D. Fry.
Reckoning, Chambers.

Brentano's—Continued
Self Government in the Philippines, Kalaw.
Maria Tarnowski, Chartres.
Collectors Manual.
The Principles of Singing, Bach.
Letters of Jane Welsh Carlyle, 2 vols.
Wolfville, A. H. Lewis.
Barriers Burned Away, Roe.
The Temples of Solomon and Ezekiel, Thos. Newberry.
The Better Land, Rev. G. C. Thompson.
Millennial Reign and Everlasting Kingdom, Thos. Newberry.
Present Truths for Present Times, J. Jameson.
Bog Trotting for Orchids, G. G. Niles.
The Ministry of Beauty, Kirkham.
Fantomas, Souvestre.
Exploits Juve, Souvestre.
Nest Spies, Souvestre.
Royal Prisoner, Souvestre.
Genius, Dreiser.
Days with the Lyric Poets, Keats, Longfellow, Burns.
Notes on Dante, 3 vols., Wm. Vernon.
The Science of Intellectual Philosophy, Asa Mahan.
The Science of Logic, Asa Mahan.
The Science of Natural Theology, Asa Mahan.
Thalassa, Mrs. Bailey Reynolds.
Tales of a Field Hospital, Sir Frederick Treves.
Architecture of the Renaissance in Italy, Anderson.
On the Future of Our Educational Institutions, Nietzsche.
History of Central America, S. G. Squires.
The Freedom of the Will, Jonathon Edwards.
Mes. Origines Mistral, England.
Methods of Petrographic Microscopic Research A. E. Wright.
Sir Oliver Lodge on Life and Matter.
Innocent, by Corelli.
Diary of a Freshman, Flandran.
When the Red Gods Call, Grimshaw.
Diary of Daly Debutante.
William Bartram's Travels, pub. Phil., 1791.
Northanger Abbey, Little Brown edition.
Andrew Carnegie's Lectures on Wealth and Its Uses in Business with the Story of His Apprenticeship, pub. Tennyson.
Money, Francis A. Walker.
Behind Closed Doors, A. K. Green.
7 to 12 and X Y Z, A. K. Green.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.
Wodehouse, Something New.
Mitchell, The Last American.
Bedier's Translation of Tristram and Iseult.
Flying Cloud.
G. T. Ladd, Introduction to Philosophy.
G. T. Ladd, Philosophy of Conduct.
G. T. Ladd, Theory of Reality.
Shorthouse, John Inglesant.

The Brick Row Book Shop, Inc., 19 East 47th St., New York City
Burke, Cosmic Consciousness.
De Toqueville, Democracy in America.
James, Golden Bowl.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.
Bierce, In the Midst of Life.
Boswell's Life of Johnson, E. M. Liby, 2 vols., cloth.
Brandis, Lasalle.

Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.
Amer. Magazine of Art, vol. 7, no. 2 and t. p. and index to v. 7.

W. R. Browne, Wyoming, N. Y.
Gold Bricks, by Brand Whitlock.
The 13th District, by Brand Whitlock.
Back issues of "The Public," Chicago.

The Burrows Brothers Co., 633 Euclid Ave., Cleveland, O.
Moll Flanders, by Defoe.
Improved Monthly Wage Tables, by Hayes.
The Fall Guy, Whitlock.

BOOKS WANTED—Continued

Campion & Co., 1313 Walnut St., Philadelphia, Pa.

A Queen of Queens, Chas. Hare.
Mott, Jules of Great Heart.
Wright, Ancient Cities.
Hay, Oppressed English.
Play in Education, Lee.
Young Barbarians.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

Hubbard, Myth in Marriage.
Any other of Elbert Hubbard's books.
Cole, Cyclopaedia of Dry Goods.
Carpenter, Love's Coming of Age.
Winter, Exodontia.
New Condensed Cyclop., Reilly & Britten.
Weber, Cake and Confectionery Art.
Griffin, How to Become a Contortionist.
Robinson, H. C., Diary, 2 vols., 1872.
Cross, Life's Shop Window.
Osler, Diagnosis of Abdominal Tumors.
Peck, Sword of Dundee.
New Americana.
New Internaitonal.
Henry, Trade Union Women.
Kay, Memory.

George M. Chandler, 75 East Van Buren St., Chicago, Ill.

Aesop's Fables, Croxall's ed., Crowell, 1865.
Athenian Society Publications, any.
Bowers, E. F., Sleeping for Health.
Hinsdale, The Old Northwest.
Franklin, Autobiography, large 8vo, H. M. & Co. ed.
Fuller, With the Procession.
Lloyd, Newest England.
Lloyd, Country Without Strikes.
Lloyd, Man the Social Creator.
Lloyd, Mazzini, and Other Essays.
Lloyd, Lords of Industry.
Lloyd, Men the Workers.
Lloyd, Labor Copartnership.
Thwaites, The Storied Ohio.
Rousseau, Confessions, 4 vols., 8vo, Gebbie.
Linder, Bench and Bar of Ill.
Straparola.
Caffin, A Guide to Pictures, 3 copies.
Cooley, Dance of Youth.
Czapek, Chemical Phenomena.
Greville, Costumes of All Nations.
Horner, The American Flag.
King, Stories of Scotland.
Reid, Seeing South America.
Taft, History of Amer. Scripture.
Woodbury, Pencil Sketches of Trees.
Iowa, History of, 4 vols.
Hergesheimer, Lay Anthony, first ed.
Franklin, Works, Federal ed., 12 vols.
Freeman Norman Conquest, thick paper, vols. 4-5.
Forlong, Rivers of Life, 2 vols., and Atlas.
Fithian's Diary.
Don Quixote, Gibbings ed., 4 vols.
Cabell, Gallantry, first ed.
Cabell, Soul of Milicent, first ed.
Butler, Ellis P., Water Goats, etc.
Burroughs, A Year in the Fields, first ed., 1896.
Burroughs, Bird Stories, first ed., 1911.
Burroughs, Breath of Life, first ed., 1915.
Burroughs, Field and Study, first ed., 1919.
Burr, Aaron, Bibliography by Tompkins, 1892.
Burr, Aaron, Conspiracy, by McCaleb, 1903.
Arthur, Ten Thousand Miles in a Yacht, 1906.
Stokes, Cruising in the West Indies, 1902.
Ober, Our West Indian Neighbors, 1904.
Ober, The Storied West Indies, 1900.
Bok, Autobiography, first ed.
Blunt, Esther, Small & Maynard.
Barr, Cluny McPherson.
Amundsen, The South Pole, 2 vols., 8vo.
D'Annunzio, Dead City, tr. by Simons.
Meredith, Works, Memorial ed., 29 vols.
Stevenson, Thistle ed., vol. 27, 2 copies.
Clevenger, Method of Government Surveying.
Searight, The Old Pike, 1894.
Baily, Journal of a Tour in N. A., London, 1806.
Knapp, Ashland County, Pa., 1863.
Esby, Josiah, Tour in Ohio, Ky. and Indiana, in 1805.
McBride, James, Pioneer Biography, 1869.

George M. Chandler—Continued

Atkinson, Johnny Appleseed.
Melville, Pierre, N. Y., 1852.
Melville, Battle Pieces, N. Y., 1866.
Melville, Clarel, N. Y., 1878.
Melville, John Marr, N. Y., 1888.
Melville, Timoleon, N. Y., 1891.
Blow, Spiritual Sense of Dante, 3 copies.
Percy Reliques, 3 vols., Bohn Liby.
Kaplan, Baby's Biography.

Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, Ohio

Occult, Any items on.
Witchcraft, Any items on.
Dawson, Pioneer Tales of Oregon Trail.
Smith, Hist. of Kerry.
Robinson, Life in Calif., 1851.
Newton's Principia, Eng. Trans.
Lachrymae Christi.
Roemer's Polyglot Reader Italian, Trans. by Botta.
Fireland's Pioneer, any vols. or set.
Stevens, Hist. of French Revolution, 3 vols.
Farmers' Cabinet and Amer. Herd-Book, vol. 6, 13 to end.
Gibson, Our Edible Mushrooms.
Newton, Amenities of Book-Collecting, first edn.
Lincoln, A., Play by Drinkwater, first edn.
New Eclectic Mag., Baltimore, 1868 complete, 1869 Feb.
Turner, Pioneer Hist. of Holland Purchase.
Hulbert, Red-Men's Roads.
Republican National Convention Procdgs., 1916.
Clocks, Manufacture of in U. S., Anything on.
Meginnes, Hist. of Lycoming County, Pa.
Wells, Fly Rods and Fly Tackle.
National or International Expositions, Anything on.
Littell's Living Age, vol. 206.
Automobile Books, early.
Hirth, China and Roman Orient.
Prince Soc.: Champlain Voyages, 3 vols.
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Engineering News (N. Y.) Jl. of Civil Engineering and Const., vols. 1-22.
Howells, Recollections of Life in Ohio, 1813-1840.
Ill. State Hist. Liby. Collections, vols. 1, 4, 6-9, 11, 14.
Southern Literary Messenger set.
Franklin, Benj., Character Sketch by Strong.
Watson, William, Selected Poems, 2 copies.
Arthur, Etymological Dict. of Family and Christian Names.
Drake, Tragedies of Wilderness.
Butler Family Genealogy, Wm. Butler.

Charles W. Clark Co., 128 W. 23rd St., New York, N. Y.

Health and Beauty, Harriet H. Ayer.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Camp Fires of the Revolution.
Any early maps, books or pamphlets on the early canals and canal construction in the U. S.
Debate between Alex. Campbell and Archbishop Purcell.
Directory of Directors for Ohio, 1919.
Edwards, History of West Indies, Phila., 1810.
Fortnightly Review, New Series, vols. 1 to 15, 23 to 32; Jan. 1867 to June, 1874, and Jan., 1878 to Dec. 1882.
Grundy, Hazel of Heatherland.
Hamerton's Etching and Etchers, 1880.
Lloyd, Every-Day Japan.
Morley's Burke, In English Men of Letters series.
Merwin Sales Co., Catalogue of Books and Pamphlets on Canal Construction, 1913.
McPherson's Political History of U. S. during the Rebellion.
McPherson's Political History of U. S. during Reconstruction.
Nicolay, Personal Traits of Lincoln.
Preston, Letter to Bryan Edwards containing Observations on his History of the W. I., 1795.
Warden, The Prince of Darkness.
Deissmann, Light from the Ancient Earth.

BOOKS WANTED—Continued

The John Clark Co.—Continued

Ganghofer, Gesammelte Schriften-Jubiläumsausgabe, Stuttgart, 1914.
Huddilston, Lessons from Green Pottery.
Voss, Romische Dorfgeschichten Cottasche, Stuttgart, 1911.

Coe Brothers, Springfield, Ill.

Radisson, Voyages of Pierre E. Radisson.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Reminiscences of Taunton.
Freeman's History Cape Cod, vol. 10.
In The Greenwood, Roland G. Robinson.
Yank's Adventures in So. Africa.
Analysis, Vector.
Thoreau's Poems.
Texture of Wood, Duhamel or Mirabel & Knight.
Stromberg's Manual Stationery, Engineering.
Madiera Party, S. Weir Mitchell.

College Book Store, Columbus, Ohio

No Beginning.
Roman Lawyer in Jerusalem.

Colonial Society, Box 343, Richmond, Va. [Cash]

Arabian Nights, Lecca ed., clo., vols. 1 and 3.
Carter, Bernard, Poems, 1824.
Edgarly, Natural Reader, old ed.
Haydn, Dictionary of Dates.
Hood, Fairy Realm, Dore ills.
Johnson, Dictionary, early (not first) ed.
Mencken, American Language.
Murat, Achille, any.
New English Dictionary, set or after V.
Va. Histories, Burk, Campbell, Howe, Smith Strachey.
Yonge, Heir of Radcliffe.

Columbia University Library, New York City

Dampier's Voyages ed., Masefield, vol. 2 only.
Birrell, A. Andrew Marvell, Eng. Men of Letters, Macmillan.
Mason, Art of Chess, Scribner's.
Jung, Theory of Psycho-analysis, 1915.
English Literary Yearbook, 1922, $3.00.
Heine, Florentine Nights and Gods in Exile, trans. by Leland Dusseldorf, Ed. Hill.
Spencer, Herbert, Principles of Ethics.
Hill, Luther B., History of the State of Oklahoma, Lewis Pub. Co., 1908.
Grote, John, Examination of the Utilitarian Philosophy, Cambridge Pr., 1870.
Guerney, A. H., Thomas Carlyle, his Life and Books, Appleton.
Johnson, L., Art of Thomas Hardy Lane.

L. A. Comstock, care Doubleday, Page & Co., Garden City, N. Y.

Memoirs of Peter Henry Bruce, Esq., a Military Officer in the Service of Prussia, Russia, and Great Britain, containing an Account of His Travels in Germany, Russia, Tartary, Turkey, the West Indies, etc., Dublin, 1783.
A General History of the Robberies and Murders of the Most Notorious Pyrates, by Captain Charles Johnson, 1724.

Cornell Co-operative Society, Ithaca, N. Y.

McCabe, Story of Evolution (not the A. B. C. of Evolution).

Luther M. Cornwall, 227 Pennsylvania Ave., N. W., Washington, D. C.

Boker, Poems.
Jastrow, Dicty. of Talmud, etc.
Porter, Milk Diet.
Kellogg, Hydrotherapy.
Life of Ashby, Confederate.
Pyle, Buccaneers of Am., Mac., 1891.
Witlington, Medical History 19th Century.
Sinclair, Life of Semmelweis.
Baas, Hist. of Medicine, trans. by Henderson.
Ball, Life and Times of Vesalins.
Mumford, Narrative of Medicine in Am.
Bullen, Way of the Ship.
Calderon, Tahati.
Ellis, Ned in the Woods.

Luther M. Cornwall—Continued

Ellis, Ned on the River.
Fields, Yesterday with Authors.
Macy, Spirit American Literature.
Wheatley, Literary Blunders.
Tooker, Call of the Sea.

S. Cottlow, 1688 Third Ave., New York City

Sinclair, Love's Pilgrimage, any ed.
Send us your catalogues.
Bauer, Precious Stones, in English.

Dartmouth College Library, Hanover, N. H.

Croly, The Breach in Civilization.
Housman, A Shropshire Lad.
Kingsbury, Laboratory Guide in Histology and Histological Technique.

Davis' Bookstore, 49 Vesey St., New York City

Burton, Arabian Nights, 17 vol. ed., vol. 9 only.

The Dayton Company, Minneapolis, Minn.

Housman's Last Leaf, can use 6 to 12 copies.
Gregovinus, History of the City of Rome in the Middle Ages.

Deaner Dental Institute, 3520 Broadway, Kansas City, Mo.

Allied Dental Journal files, also files of Dental Research Journal.

A. W. Deliquest Book Co., Monte Sano, Augusta, Ga.

Virginia, Hist. of, by Campbell.
Elizabeth and Union Counties, Hist. of by Hatfield.
Hartmann, Franz, With the Adepts.
Harland, Marion, Alone.

Denholm & McKay Co., Worcester, Mass.

Chloe Malone, S. H. Lee, L. B. Co.
Land of Lingering Snow, H. M. & Co.
Chocorna Tenants, Bolles, H. M. & Co.

Dennen's Book Shop, 37 East Grand River Ave., Detroit, Mich.

James, Wonders Colorado Desert.
Masefield, Shakespeare, Holt.
Humbolt's Travels, vol. 1 only, 12mo, Bohn.
Kirkman, Knoelugow, pub. Gill.

Denver Dry Goods Co., Denver, Colo.

Songs of Nature, by Burroughs.

Detroit Public Library, Detroit, Mich.

Cross, A Hundred Great Poems.
National Publishing Co., Atlas of Gratiot County, Michigan.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

St. Jacob's Rod, published in Florida.
Bagot, Casting of Nets.
Corner of Haney.
Disraeli, Curiosities of Literature, good set
Montaigne's Essays, Cotton trans., good set.
Peter Piper's Principles of Practical Pronunciation.
Wagner, Gospel of Life.
Daniels, As It Is To Be.
Daniels, Sardia.
Daniels, Voices.
Disciples of Sais, Theos. Pub. Co.
Sea Hawks, Sabatini, Lipp.
Cities of the Sun, Warder.
Furness, Julius and other tales from German.
Benstead, Useful Details in Several Styles, Lane.

Dixie Business Book Shop, 140 Greenwich St., New York, N. Y

Expedition to China Seas and Japan, M. C. Perry, first ed., 1856.
Letters that Make Good. Poole & Buzzell.
The Learner's Needless Burdens.
The Hand and Its Handicaps.
The Rationale of Phrasing.

E. P. Dutton & Co., 681 Fifth Ave., New York City

Allen, P. L., Roosevelt, the Inspiration.
Ade, George, Artie, Duffield; Doc Horne, Duffield; Fables in Slang, Duffield; Forty Modern Fables, Harper; Girl Proposition, Harper; In Babel, Doubeday; In Pastures New, Doubleday; People You Know, Harper; Pink Marsh, Duffield; True Bills, Harper.

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Boller, H. A., Eight Years in Far West.
Bucke, Cosmic Consciousness.
Bancroft, H. H., History of Montana.
Boucicault, Dion. Shaugran, (French) 3 copies.
Carqueville, W., Me and Teddy, by Me.
Cook, Tyranny of Roosevelt.
Carey, Herodotus, Histories, Trans. by Carey with Intro. by Gildersleeve.
Dowse, Thomas, History of Montana.
Dinsdale, T. J., Vigilantes of Montana.
Elliott, Old Court Life in France.
Grinnell, American Duck Shooting, Scribner.
Hitchcock, Religion of Geology.
Harriman, School History of Montana.
Ibanez, Enemies of Women, The Dead Command, first edition.
Illustrated Times, 1880 to 1885.
Illustrated Police News, 1880 to 1900.
Irving, Crayon Edition, Life of Washington, vol. 4 and vol. 23 of set, Geoffry, Crayon edition, ed. by C. Dudley Warner.
Ingram, True Chatterton, pub. 1910.
Ites, A., A Presidential Make-Believe, etc.
In the Chimney Corner, a children's book.
Iles, G., Soldiers and Explorers.
The Dog's Dinner Party, Juvenile Book.
James, Henry, Th Golden Bowl, American edition.
Johnston, Strange Adventures Down Green River.
Kipling, Two Tales, vol. 4, 1892, Reader for Elementary Grades; Reader for Upper Grades; Day by Day; Phantom Rickshaw, (Regent Press).
Kennedy, W. S., Poems of the Weird and Mystical Way, 1885.
Kamban, G., Hadda Padda.
Lane, The American Spirit, 3 copies.
Langford, N. P., Vigilante Days and Ways of Montana.
Marvell's Poems, British Poets.
Page, The Negro, the Southern Problem.
Parloa's New Cook Book.
Strahorn's, R. E., Resources of Montana.
Stuart, Granville, Montana As It Is.
Sage, Salmon and Trout, 10 copies.
Strachey, Chesterfield's Letters.
Tyler, J. W., Life of McKinley.
White, Two Years in the Forbidden City.

Edw. Eberstadt, 25 W. 42nd St., New York, N. Y.

Boston Review, vols. 5 and 6, 1865-6.
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Life and Art of Edwin Booth, by Winter.
In Search of a Siberian Klyondike, Vanderlip.
Behind the Shoji, by Adam.
Economical Boomerang, Neall.
Frenzied Finance, Lawson, 2 copies.
McCleary's Method of Billiard Playing, 1889.
Harry Munroe, Voice: Its Origin and Divine Nature.

Elder & Johnston Co., Dayton, Ohio

Pirates of the Sky, by S. Gaillard, published by Rand McNally & Co.
Golden Age of Engraving, by Keppel, pub. by Baker & Taylor.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language Crytography. Ancient Symbolic Steganography Signs, and other unusual characters in writing.

H. W. Fisher & Co., 207 So. 13th St., Philadelphia, Pa.

Trivia, Smith.

W. & G. Foyle, Ltd., 121-125 Charing Cross Rd., London, W. C. 2, England

Angle, Mal-occlusion of the Teeth, White & Co.
Scientific Encyclopedia, Munn, New York.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Caton, Antelope and Deer of America.
Buller, Birds of New Zealand, Lond., 1873.
Gould, Icones Avium, Lond., 1837-38.
Bent, Diving Birds and Gulls and Terns.

The William F. Gable Co. Altoona, Pa.

Dr. Talmage's Travels Through the Holy Land.
Almost Fourteen, M. Warren.

John L. Galletti, 400 Grant St., Newburgh, N. Y.

Huc's Travels, Tibet and China.
Pre-Shakespearean Drama, Manly.
Queen Margot, Williams, Scribner, 4to.
Appleton, Small reprints, Syntax, Sports, etc.

Gammel's Book Store, Austin, Texas

Muson, By Right of Purchase.
Ramsey's History of South Carolina.
Eminent Statesmen, vol. 2, Lord Brougham, 1854.
Sulz, Treatise on Beverages.

Gardenside Bookshop, 280 Dartmouth St., Boston, 17, Mass

Woodward, A. B., Any books by.
Dicks Encyclopaedia of Practical Receipts.
Fitzgerald, Ed., Any Works by.
Reid's The Garden God, 1906.
Fulton's Pigeon Book.
De Casseres, The Shadow-Eater.
Olcott, Col. H. S., Old Diary Leaves, 4 vols.
Kendall, E., Spots, Good Gravy, Tell It To Me, Hot Ashes.
Life of Tom Quick.
A Life for a Love.
Burton's Pilgrimage to Mecca.
Mead, E. C., Homes of the Southwest Mountains.
Mann, M. R., Royal Women.
The Kidnapped Millionaires
Defence of Aristocracy.
National Magazine, July-Dec., 1856.
Moore, Geo., Heloise and Abelard.
Moore, Geo., Story Teller's Holiday, English edition.
Ricketson and his Friends, 1902.
Lyman and Perkins, Computation and Calculation on Boilers, 1912.

Ernest R. Gee & Co., Inc., 442 Madison Ave., New York City

Tolstoy's War and Peace, Trans. by Garnet.
Swift's Journal to Stella.
Roderick Random.
James, Madonna of the Future.
American Turf Register, Any vols.

The J. K. Gill Company, Third and Alder Sts., Portland, Ore.

Ticonderoga, George P. R. James.
Man of Galilee, Wendling.
Old Court Life in Spain, F. M. Elliot.
High Speed, Stagg.
People from the Other World, Henry S. Olcott.
Greek Commonwealth, Zimmern.
Gray's Anatomy, Spitzka edition.

Ginn and Company, 70 Fifth Ave., New York City

Sturgis & Frothingham, Hist. of Architecture, vols. 3 and 4, new or shop-worn.

J. E. Gobeil, General Supt., Dept. of Public Works, Ottawa Canada,

Adventure Magazine, November 20th and 30th issues.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Abbott, Jacob, Caroline, N. Y., 1904.
Bigelow, John, Retrospections, 5 vols.
Brown, W. Ingleby, Arncliffe and Its Owners.
Buffum, W. A., Tears of Heliades, Amber as Gem.
Butler, Eliz., Return from Balaclava, Engraving.
Cartland, F. G., Southern Heroes, 1895.
Cumberland Co., Pa., Hist. of.
Dante, De Monarchia, tr. by A. Henry, H. M. & Co.
Dickinson, Emily, Single Hound, Bost., 1914.
Du Maurier, Peter Ibbetson, early ed.
Franklin Co., Pa., Biog. Annals, 1905.

BOOKS WANTED—Continued

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Fredericks Co., Md., Hist. of.
Futrelle, J., My Lady's Garter.
Gardner, E. G., Dante, H. M. & Co.
Griggs, Old Cheraws.
Gummers, F. B., Germanic Origins, N. Y., Scribner.
Hanson, Lost Prince.
Hart, Foundation of Amer. Foreign Policy, 1901.
Ingelow, J., Off the Skelligs.
Job, H. K., Wild Wings.
Last Fight of Revenge at Sea, Limited ed., 1902.
Lea, Inquisition in Middle Ages, vol. 1 only, Harper.
Lee, Hist. North America, vol. 6.
Lee, M. C., Garret Grain.
Macy, There She Blows.
Marlboro, N. Y., Hist. of, by Cochrane.
Marshfield, Mass., Memorials of, by Thomas, 1850.
Mass., Rep. Men of Southeastern, 3 vols., Lewis.
Mencken, Defence of Women.
Minonr, Manasseh, Diary of Stonington, 1915.
Moore, Gothic Architecture, 1906.
N. Y. Marriage Licenses before 1784, 1860.
Potter, House of De Mailly.
Read, Mayne, Scalp Hunters.
Rimmer. Dr. Wm., Life of, by Bartlett .
Rollo's Tour to Cambridge.
Russell, Clark, Any titles.
South Carolina, Upper, by Landrum.
Sumner, W. G., Alex. Hamilton, Dodd, Mead.
Swope, Hist. Middle Springs Church.
Thayer, Letters and Diary of J. Hay. 3 vols., 1st ed.
Thurston, I. T., Genuine Lady.
Valentine's Manual of N. Y., Any years.
Wasson, Cap'n Simeon's Store and other titles.
Wilson, D. M., Where Amer. Independence Began.
Genealogies: Bill Family.
Bland Gen. by Carlisle, Lond., 1826.
Bland Papers, by Campbell, Petersburg, 1840.
Bontecou Gen. Hartford, 1885.
Boyington, by Boynton, 1897.
Crapo, The Comeoverers.
Cutter, Family Hist. Central N. Y., 2 vols.
Emersons, (Ipswich).
Northall Gen.
Ohio Valley Gen., N. Y., 1900.

Grant's Book Shop, Inc., 127 Genesee St., Utica, N. Y.

Dugmore, Wild Life and the Camera
Griffis, Joseph K., Tahan
Jones, Path O' Dreams
Hittell, Brief History of Culture, Appleton, 1875.
Devon, Criminal and the Community.

Benj. F. Gravely, P. O. Box 209, Martinsville, Va.

Latta's Book for Teachers, Latta, Cedar Falls, Iowa.
Books telling of famous persons with red hair, their characteristics, etc.
Dumas, Three Musketeers, illus. by Leloir.
Books on Secret Diplomacy, pro and con.

J. F. Green, 1309 Houston St., Ft. Worth, Tex.

Large Atlas of the World, published by Rand McNally or Cram about 1900 or 1910.

Greenwood Book Shop, 11th and West Sts., Wilmington, Delaware

A Daughter of the Vine, Gertrude Atherton.
The Californians, Gertrude Atherton.
Within the Capes, H. Pyle, 4 copies.
The Price of Blood, H. Pyle, 5 copies.

Hall's Book Shop, 361 Boylston St., Boston 17, Mass.

Flowers of Alpine Switzerland, Flemwell, Dodd, M.
Lake Country (W. H.) Sketches, by Thyng.
White Mountain Trails, Packard.
White Mountains, Any books on.

Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.

Sir Mark Sykes, The Caliph's Last Heritage.
Henry James, Golden Bowl, Scribner.
Allpander Kielland, Prof. Lovdahl, trans. Flandrau.
Baring-Gould, Curious Myths of the Middle Ages.

Harper & Brothers, Franklin Square, New York

Wampum and Old Gold, by Harvey Allen.

The Harrison Company, 42-44 East Hunter St., Atlanta, Ga.

Black's Constitutional Prohibition.
Cooley's Constitutional Prohibition.

Hazen's Book Store, 238 Main St., Middletown, Conn.

Mississippi Mate, Barton.
Hollyhocks, Barton.
Wentworth's Grammar School Arithmetic with Answers.

William Helburn, Inc., 418 Madison Ave., New York

Embury, Early American Churches.
Wright, Early Meeting Houses of the Connecticut Valley.

Walter M. Hill, 22 East Washington St., Chicago, Ill.

Domestic Manners of the Americans, Mrs. Trollope, cheap edition.
Silberrad, Una, Good Comrade.
The Tennents, Mary S. Watts, Doubleday, 1908.
Winsor, Narrative and Critical Hist. of America.
Force, American Archives, 6 vols.
Secret Journals of Congress.
Sabin, Loyalists of the Amer. Revolution.
Journal and Letters of Samuel Curwen.
Diary and Letters of Thomas Hutchison.
Lalor, Cyclopedia of Political Science.

Himebaugh & Browne, Inc., 471 Fifth Ave., New York

Ben Hur, Garfield edition, 1881.
Peacock Feather by Leslie Moore.
Christmas Meditation in Vanishing Rogues, 2 cops.
Rubaiyat, 1859; The Columbus, Ohio, 1870 reprint; Ashendeane Press Edition; Madras, 1862, edition.

Hochschild, Kohn & Co., Inc., Howard and Lexington Sts., Baltimore, Md.

Deluge, by Phillips.
Story of Greece, by McGregor.
Journeys Through Bookland, by Sylester.
Dixie Hart by Harbin.
Hills of Judgment, by Gilbert Neal.
Heart of Hyacinth, by O. Watanna.
Three Godfathers, by Kyne.
Old Reliable, by Dickson.
Cyrilla, by Baroness Tautphoeus.
Captain Robert Falcon Scott's Last Expedition, two volumes, Dodd Mead.
Christmas Day in the Morning, by Richmond.

W. B. Hodby's Olde Book Shoppe, 214 Stanwix St., Pittsburgh, Pa.

The Great Awakening, Jos. Tracey, Boston, 1842.
The Leavenworth Case, Anna K. Green.
Paul's Voyage and Shipwreck, Smith.
Philosophy of Divine Healing, Advanced Course by Excell Lynn.

C. S. Hook, Weymouth Apts., Atlantic City, N. J

Acts and Laws of All States.
House and Senate Journals, All States.
Convention Journals and Debates.
Files of Southern and Western Newspapers.

J. P. Horn & Co., 1001 Chestnut St., Philadelphia, Pa.

Works of Wm. Blake, 3 vols., Quaritch, 1893.

John Howell, 328 Post St., San Francisco, Cal.

Vols. of Outward Bound edition Kipling, Nos. 13, 23, 26, 27.
Vols. of Thistle edition Stevenson, Nos. 22 to 27.
Higgin's Anacalypsis.
Higgin's Celtic Druids.
Walker's Re-incarnation, earliest editions.
Atlas for Vancouver Voyages, first edition.
First editions of Lewis Carroll.
Milton, large type Pickering edition, odd vols.
Scott's Talisman, first or early edition.
Browne, Crusoe's Island, 1864.
Robinson's Life in California.
Smith's Bible Dictionary.
Rarahu or Marriage of Loti, by Pierre Loti.
Thackeray, odd volumes of 1869 edition, binding copies.

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Book of Knowledge.
Payne's The White Man.
Powell, Art of the Greeks.
Powell, Message of Greek Art.
Frank Montgomery, Reminiscences of Mississippi in Peace and War.
Castles and Chatteaux of Old Burgundy, pub. by Page Co.
Mark Twain, complete set.
Triplett's Conquering the Wilderness.
Shakespeare, 6 vols., limp leather, Nelson edition.
John Trotwood, Moore, Old Mistis.
Photographic History of the Civil War.
Robie's Art of Love.
Long's Sane Sex Life.
Robie's Sex and Life.
Parkes, Sir Harry Smith, Life by Stanley Lane-Pool, London, 1894.
Parkes, Sir Harry Smith, 50 Years in the Making of Australian History.
Lynn's Life of Sir Henry Parkes.

The H. R. Huntting Co., Inc., Myrick Building, Springfield, Mass.

Tarbell, Ida M., History of the Standard Oil Co., 1904 or 1911 ed.
Set Booklovers ed. of Shakespeare.
Ward, Case of Richard Maynell.
Westrup, Coming of Billy.
Garland, Hesper.
Thompson, Persuasive Peggy.
Roe, Heart of the Night Wind.
Baum, Enchanted Island of Yew.
Green, Millionaire Baby.

Illinois Book Exchange, Lakeside Bldg., 202 So. Clark St., Chicago, Ill.

Coke's Littleton, 3 vols., any edition.
Holmes on the Common Law.
Kansas Statutes, 1897, 2 vols.
Miller's Lectures on the Constitution.
Wigmore on Evidence, 4 vols., and 1915 suppl.
Carson's History U. S. Supreme Court, 2 vols., 1902.
Archko volume.
Enoch, Book of, Laurence.
Skinners' Source of Measures.
Pilgrim's Progress, Bunyan, limited Engl. edition.

International Feature Service Co., 241 West 58th St., New York

An illustrated copy of Frankenstein, by Mary Shelley.

International Press Clipping Service, 552 First Ave., Quebec, Can.

Central America, in English.
Murray, Tales of a Great Detective.
Harland, True as Steel.
Brand, Night Horseman.
Seltzer, Drag Harlam.
Cold Steel.
Who's Who in U. S. A.
Motion Picture, Complete Manual of.

George W. Jacobs & Co., 1628 Chestnut St., Philadelphia, Pa.

Eighteenth Century Vignettes, Dobson.
Cox, Lives of Greek Statesmen, Harper.
Just Human, Crane.

U. J. James, 127 W. 7th St., Cincinnati, O.

The Studio Year Book of Art, volumes before 1920, cloth or paper.
Boswell, Journey to Corsica, any edition.

Free Public Library, Jersey City, N. J.

Shepherd, Historical Atlas.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Robert Henry Charles' New Testament Teachings on Divorce.
Police Dog in Word and Picture—A Trainer's Handbook and Breeder's Guide, pub. by Jager.
Modus Operandi, by Major L. W. Atcherly, pub. in England, 1913.

Johnson's Bookstore—Continued

Shaking Hands with England by Towne, pub. by Doran.
The Passing and Permanent in Religion by Minot Judson Savage.

Jones Book Store, 426 West 6th St., Los Angeles, Cal.

Return to Nature, also Dietics or any books by Adolf Just.
Australian Byways, Duncan.

The Edw. P. Judd Co., New Haven, Conn.

Reference History of United States, Davidson.
Floor Games, H. G. Wells, pub. Small.

Kaufmann's "The Big Store," 5th Ave., Smithfield and Diamond Sts., Pittsburgh, Pa.

Future of Science, by Renan.
Critique of Pure Reason, Kant.

S. J. Keenin, 1068 Simpson St., New York

Modern Hospital Directory, 1921 or 1922.

Kellogg Library, State Normal, Emporia, Kas.

Turner, Essays in American History. 1910.

Mitchell Kennerley, 489 Park Ave., New York City

Memoirs of Empress Catherine II., Appleton, 1859.

George Kirk, 1894 Charles Road, Cleveland, O.

Ambrose Bierce, Anything by.
James B. Cabell, Any firsts.
Thomas H. Chivers, Anything by or relating to.
Joseph Hergesheimer, Any firsts.
Edgar A. Poe, Anything.
Edgar E. Saltus, Anything by or relating to.
Walt Whitman, Any early items.
Herman Melville, Any firsts.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.

Moulton's Literary Criticisms.
Henderson, Milkanwatha.
Burgess, Ruthless Rhymes.

M. Knoebler & Co. Library, 556 Fifth Ave., New York City

Greuze & Boucher, Pollard, Pub. Methuen, 1904.

The Korner & Wood Co., 737 Euclid Ave., Cleveland, O.

James, Pottery and Symbolism of Indian Basketry.

Kroch's International Bookstore, 22 North Michigan Boulevard, Chicago, Ill.

Melmoth, The Wanderer.
Webster, Quilts.
W. Pauli, Physical Chemistry in the Service of Medicine, transl. by Dr. M. H. Fischer.
Parker, Talks on Pedagogics.
Weigall, Life and Times of Cleopatra

Charles E. Lauriat Co., 385 Washington St., Boston, Mass.

Red as a Rose is She, Broughton.
Cometh Up Like a Flower, Broughton.
Cavour, Thayer, Original ed.
Well's Fly Rods and Fly Tackle.
A Collector's Rambles in Australia, Denton.
Araminta, Snaith.
Coue's Key to North American Birds, 5th edition, 2 vols.
English and French Gothic Architecture, West.
Minstrel in France, Lauder.
Goodrich Organ in France.
Continental Drama of Today, B. H. Clark.
Writing and Selling a Play, Fanny Cannon.
Studies in Stagecraft, Clayton Hamilton
Modern Drama, Lewisohn.
Theatre of Today, Moderwell.
Philosophy of Short Story, Brander Matthews.
Hodder's History of Oregon.
Chamberlain, Foundations of the 19th Century, two volumes.
Journal of Walter Scott, 2 vols.
Lord Cockburn's Mem. of His Time.
Rhodes, Vol. 4, Harper Bros. edition.
Game Fowls, Cooper, 1869 (?)
Meyer, Nominating Systems.
Miller, Science of Musical Tones.
Mohun, Income Tax Law.
Morrison, Crime and Its Cause, rev. ed.

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Muir, Life of Mohammed.
Paxson, Passing of the Frontier.
Pems, Atoms.
Poe, E. A., Poetic Principles.
Howard, History of Matrimonial Institutions.
Jenkinson, Aaron Burr, Personal, etc.
Undine, Illustrated by Rackham
West, The Judge.
Watson, Social Work With Families.
Walkley, Drama of Life.
Walker, Songs of Nature.
Taft, Covenanter.
Taussig, Silver Situation in U. S.
Underwood, Molds, Mildews and Mushrooms.
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I am at present reprinting as follows:

THE HAPPY END *by Joseph Hergesheimer*	4th printing
JAVA HEAD *by Joseph Hergesheimer*	7th printing
CYTHEREA *by Joseph Hergesheimer*	7th printing
THE LADY OF NORTH STAR *by Otwell Binns*	2nd printing
THE DIARY OF A NOBODY *by George and Weedon Grossmith*	3rd printing
VAN ZANTEN'S HAPPY DAYS *by Laurids Bruun*	2nd printing
WHERE THE PAVEMENT ENDS *by John Russell*	3rd printing
SALT LAKE *by Pierre Benoit*	2nd printing
DREAMERS *by Knut Hamsun*	2nd printing
PAN *by Knut Hamsun*	4th printing
THE CROW'S NEST *by Clarence Day, Jr.*	2nd printing
THE FAIR REWARDS *by Thomas Beer*	2nd printing
EXPLORERS OF THE DAWN *by Mazo de la Roche*	2nd printing
JADE *by Hugh Wiley*	2nd printing
THE CASE AND THE GIRL *by Randall Parrish*	2nd printing
THE ORANGE YELLOW DIAMOND *by J. S. Fletcher*	4th printing
PREJUDICES: Second Series *by H. L. Mencken*	3rd printing
A BOOK OF PREFACES *by H. L. Mencken*	4th printing
THE CABIN *by Blasco Ibanez*	6th printing
MY DIARIES (1888-1914) Vols. I and II	2nd printing
WOMEN, *Anonymous*	3rd printing
THE BELOVED STRANGER *by Witter Bynner*	2nd printing
MEMOIRS OF A MIDGET *by Walter de la Mare*	3rd printing
COLLECTED POEMS OF WILLIAM A. DAVIES	2nd printing
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Alfred A. Knopf

220 *West Forty-second Street, N. Y.*
25 *March, 1922*

The book business is prosperous despite general business depression.

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THE PROGRAMME COMMITTEE

If you have any complaint to make about conditions in the trade or if you don't like the way some publishers do business with you, register your kick.

Send it to Mr. J. Joseph Estabrook, c/o Hochschild, Kohn & Co., Baltimore, Md., and it will be brought up in open session for discussion.

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It is a question that is as old as human thought, a problem for which the war and its censorship and the increasing influence of the press has given us an insatiable curiosity.

> *"Behold! Human beings living in a sort of underground den—their legs and necks chained so they cannot move and can only see before them."*
> *"And they see only their own shadows, or the shadows of one another, which the fire throws on the opposite wall of the cave?"—*
> *"If they were able to talk with one another would they not suppose that they were naming what was actually before them."—The Republic of Plato, Book Seven.*

The Author

Mr. Lippman's book represents ten years of study and of active political and journalistic work, as an Assistant to Santayana at Harvard, an Editor of the *New Republic*, Assistant to the Secretary of War, Secretary of the organization directed by Col. House to prepare data for the Peace Conference, an Editor of the *New York World*.

$2.75

New Fiction

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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leypoldt

MARCH 25, 1922.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Minister's Own Reading

THAT the minister himself should not only talk of religious books but plan more systematically for his own reading was the contention of a news letter sent out in connection with Religious Book Week by the Chicago Theological Seminary.

"This Book Week," said the circular, "is a significant development which should have the co-operation of all ministers. It should be a time of resolution for the minister. He ought to be thinking ahead to the summer when he will surely want to do serious reading. Unless he does plan ahead, summer will come without the fund ready for the purchase of books and without a list of volumes discriminatingly chosen. Three things the minister may well consider at this time:

"1. Put away something each week for book purchase and watch reviews for lists.

"2. Begin the study of some choice devotional book such as Peabody's 'Sundays in College Chapels', Glover's 'Jesus in the Experience of Men,' Kent and Jenks's 'Jesus' Principles of Living.'

"3. Begin the serious study of some volume of genuine scholastic merit, to mention but three: Smith's 'The Age of the Reformation,' Campbell's 'The Southern Highlander and His Homeland,' Park and Burgess's 'Introduction to the Science of Sociology.'"

Who Will Caravan This Year?

BOOK caravaning in this country, as far as the sale of books is concerned, is now two years old, and as the open season approaches it will be interesting to watch whether more caravans will appear, and the book get wider representation in the highways and byways. So far, the east has been the scene of the pilgrimaging, the Caravan of the Bookshop for Boys and Girls in Boston having covered New England, and the Appleton Caravan having toured Long Island last summer. It is reported that E. M. (Ted) Robinson, the columnist of the Cleveland *Plain Dealer*, who launched a bookshop in the Fine Arts Building in Cleveland this winter, has planned to close his shop and get into a motor car with books when summer arrives. His itinerary is to be thru Ohio. It is a very happy plan for the manager of a small shop to pack up thus and see new places and make new friends who may be of continuing value in the winter's business.

Distribution Cost Doubled

THE chairman of the joint commission which has been investigating price levels for Congress has issued a statement showing that its investigations indicate that the cost of marketing and distributing products in this country has doubled since 1913. This investigation followed the hearings in Washington which had endeavored to place the responsibility for the high cost of living. The statement of Chairman Sidney Anderson reads as follows:

"The costs of distribution were increasing slowly but steadily prior to 1913. So far as we can ascertain they have about doubled since 1913, and today the costs of distribution represent about one-half of the price which the final consumer pays. These increases in cost do not occur in any one place in the line of distribution. They occur as a part of the price of every element of service performed in connection with the distribution of the product all along the line. This means that the spread between the producer's and consumer's prices must, for the most part, be reduced by more efficient methods of distribution, by reducing unnecessary transportation hauls, by more efficient merchandising methods, by more closely relating output to market, by speeding up turnover, by reducing unnecessary stocks and otherwise shortening and speeding up the steps between the producer and the consumer."

Current Progress on Tariff

THE Ways and Means Committee of the House has been proceeding steadily thru the various schedules in the revision of the Fordney Tariff, and it is expected that it will be reported to the Senate by the first of the month, at which time the details will be available. There is still no agreement between the two branches of Congress on the subject of American valuation *vs.* foreign valuation,

the House contending for the former and the Senate for the latter.

Current reports indicate that the eastern manufacturers, in order to get the high schedules they have wanted, have been obliged to grant high protection on raw materials to the Western delegations. It is expected that the rates will be generally higher than the high levels of the Payne-Aldrich Act. There seems to be reason to hope that the additions in the free list on books will be brought about, as the pressure in that direction has been so heavy. Whether the book-trade is to suffer from an increase in rates on current books cannot be yet told. If American valuation is adopted, the interchange of books between England and this country will undoubtedly be seriously handicapped.

Co-operative Book Advertising

THE Publishers' Adclub, which was organized in New York last fall among the advertising managers has been studying book promotion thru advertising in its various phases, and has at a recent meeting proposed and found support for a plan for co-operative display advertising which will cover eight newspapers thruout the country. Sixteen publishers have so far signed up to the program, which may be outlined as follows:

A two-column advertisement is divided into one-inch spaces of single column widths, each publisher being allotted one space to describe the book that he would like to promote in this way during that month. The specially lettered heading for the double column reads: "Guide to the Month's New Books Now On Sale At Your Bookseller's."

The papers in which this is to appear are the San Francisco *Chronicle*, Los Angeles *Times*, Cleveland *Plain Dealer*, Baltimore *Sun*, Minneapolis *Journal*, Denver *Times News*, St. Louis *Post Dispatch*, Detroit *News*.

The space has been arranged for the first book page day of each month, beginning with April and running thru March of next year.

The proofs of the advertisements are to be sent to the booksellers in these cities just before the time of release, and the forms close three weeks before the date of publication.

Of the papers selected five run their book pages on Sunday, two on Saturday and one on Wednesday, and there is a total circulation of 1,223,000.

Hotchkiss to Speak at Convention

THE Program Committee of the American Booksellers' Association announces that it has just heard from John T. Hotchkiss, Manager of the retail book department of J. K. Gill Company of Portland, Ore., that he will be one of the speakers at the Washington Convention. Mr. Hotchkiss has been one of the most active contributors to the discussion of better bookselling methods, and has constantly added to the discussion of retail promotion. Mr. Estabrook of the Program Committee feels pleased to have a speaker come from so long a distance to cover the assignment.

New York Pressmen Accept Arbitration Award

BY the vote of a Union meeting on March 19th, the New York Newspaper Web Pressmen's Union Number Twenty-Five decided to accept the arbitration award announced last month which went into effect on March 20th. This decision, while maintaining the present wage scales, gave to the publishers a control over shop conditions that they had not had for some time. The vote rejected the rules for applying the award which had been proposed by the Newspaper Publishers' Association and appointed a committee of two to meet with two from the publishers to straighten out any disagreements. If these four disagree, a third party will be introduced. The President of the Union states that he believes the award is impractical for the publishers as well as for the men, but that the committee will try to make it workable thru the medium of standing committees.

Traveling Costs

THE campaign to find ways to reduce the cost of keeping traveling men on the road is going actively on, and considerable publicity has been given to the survey recently completed by the National Council of Traveling Salesmen. This survey disclosed that in 164 firms alone the traveling staffs have been reduced from 2392 in 1917 to 1621 at present, and that the average number of weeks out has been cut more than five weeks a year to keep costs down. A special effort is being made to obtain an interchangeable mileage book to cut the cost from 3.6 per mile to 2.4. The National Association of Book Publishers has been co-operating with other national groups in this campaign to get these lower rates.

The Interstate Commerce Commission has, however, presented a report to the House, holding that the bill directing the commission to order the sale of interchangeable mileage books at a rate lower than the existing tariff was unconstitutional. The opinion was based on a decision by the Supreme Court in which the court held that an authorized reduction in mileage book prices was not for common benefit, but for the benefit of a favored few.

The Making of a Bible

THE first method of binding books was probably that employed as early as the 6th century and known as the Byzantine style of binding which makes binding a much older art than that of printing. The monks had carried the art of binding missals and precious works written by hand wonderfully ornamented to a very high plane. The written leaves were fastened together and inclosed in covers of wood which were often decorated with jewels and ornaments of gold and silver. Most of these books were destroyed by people seeking the gems that were supposed to be hidden in the thick wooden covers.

A Standing Reward

Between the 10th and the 14th centuries, the monks in England, having copied and improved the designs of books brought from the East, became the foremost binders of Europe. The introduction of the printing press gave a great impetus to the trade of bookbinding; and, as the number of books increased, the art of bookbinding steadily improved. To-day there are in existence not only well preserved specimens of the ancient binders' art, but splendid examples of the highly developed skill of the modern binder.

The Bible, the greatest of all books, is probably the best example of book-binding, representing as it does all thru the ages, the various methods, forms and artistic skill of the book-binder. From the crude materials of the early centuries, we now have the exquisitely ornamented bindings of the finest leathers, as well as thousands of binding styles for every-day use. In Bible making not only does the binding present opportunities for showing the trained skill of the trained artisan but all the other steps in the process of the making of a Bible present exacting requirements not met in ordinary bookmaking. A visit to a modern Bible manufacturing plant gives one a new sense of appreciation for the beautiful editions of the world's best book available to the 20th century reader.

The first step in such a tour of inspection is naturally the composing room. It is here that the type is set up. One learns the astounding fact that in setting up a Bible it is necessary for the compositors to handle 3,566,480 letters, not to mention punctuation marks! Accuracy is secured by proof-reading the entire volume seven times. One of the large Bible publishing firms has a standing reward of Five Dollars to be paid to the person who first reports a typographical error. This reward, it is said, is seldom earned. Not only does the setting up of a Bible involve the handling of an exceptional amount of type matter, but in making the reference editions, the work becomes exceedingly complicated. These editions have a center column containing in the neighborhood of 50,000 references to other chapters and verses and it will readily be seen that this multitude of abbreviations and figures must be accurate. In addition, small letters must be carefully fitted to the words in the text matter which indicate the references to which they apply.

The type matter having been made up into pages, it is then sent to the foundry where each page is plated. These plates go to the press-room where rows of high-powered machines are ceaselessly printing, eight hours of every working day of the year, in the effort to keep up with the constantly increasing demand for the Bible.

The press-room has its own peculiar problems in Bible making. Chief among these is the selection of papers that are most suitable. The printer must find a paper that will result in a volume no bulkier than an ordinary book, and yet the one he is making contains about eight times the number of words in an ordinary length novel. This problem has been partially solved in the use of thin, high-grade paper, which, while it is thin, is also opaque and strong. But even this high-grade paper used in the making of the ordinary editions of the Bible has not marked the ultimate improvement in the printing material. A further, and what has been called a revolutionary, step was taken in the use of extremely thin paper known as India paper. It is so thin that thirteen hundred sheets measure only one inch in thickness, yet the print on one side does not show thru to the other.

Much Hand Work

The flat, printed sheets are then taken to the bindery. Here they are folded and collated, that is arranged so that they will follow in order. The next step is the sewing, which is done with a fine quality of Sea Island cotton. The higher-priced editions are sewn with silk.

The edges are now trimmed and rounded, colored red and the gold leaf applied, which, when dried, is burnished. The sheets are now ready to be cased in, that is covered with whatever material is to be used. The hides of thousands of animals are used each year in Bible binding. Cattle, sheep, goats, pigs and seals are used, only the better portions of each skin being suitable for this purpose. The making of a divinity circuit (overlapping) cover requires great skill and accuracy. The cover is cut to the precise size from a part of the skin which is without blemish and the edge all

around is carefully pared so that it may be neatly turned over the lining which may be of paper, linen or leather. The trimmed and gilded sheets before described are now securely glued to the back of the binding. Securing the sheets to the back in this manner by means of a special glue, re-enforces the back with the strength of the leather and gives that flexibility so desirable in a Bible. A head band, cut to the exact size, is then inserted at the top and bottom of the back of the sheets, adding to the volumes strength and finish. It has often been remarked that the best grade of leather binding is done abroad. This has been explained by the fact that the foreign binder of to-day is, in many cases, working at the same bench occupied by his father and grandfather before him. This gives him an inherent skill that endows his product with a degree of finish and excellence that seems attainable in no other way.

It is surprising how much of the work necessary in Bible binding must be done by hand. This is due to the shaping of the turned over edge, the great variety of sizes, and the extreme accuracy with which the sheets are fitted into the covers. It is because the covers are so carefully fitted that it is unwise to place papers or other materials in a Bible as this will result in a broken back.

Millions of copies of the Bible are being made in just this manner every year and are finding their way to all parts of the earth.

Market for American Books in Brazil

"THE lack of American books for sale in Rio de Janeiro, particularly during the past holiday season, has been very noticeable" writes W. L. Schurz, Commercial Attaché in Rio de Janeiro, in *Commerce Reports*. "This is in sharp contrast to the case of American magazines. Most of the standard American periodicals can be purchased regularly in at least three local bookstores and on some of the news stands along the Avenida. However, practically all of the books written in English that are sold locally are of English origin.

"While the total number of American readers in Rio de Janerio and the immediate neighborhood can not exceed 2,000, there must be added as possible buyers the growing number of transient Americans who frequently desire to buy American books. It might be stated that the unsatisfactory parcel-post service discourages the direct buying of books from the United States by persons who might otherwise use this means of securing them. There are probably 4,000 British residing permanently in and about this city who are generally very conservative in buying books, and prefer those of low price and very ordinary appearance and contents. Moreover, an increasing number of Brazilians are learning English and demanding books written in that language.

"As to the classes of American books that should have a sale, there is a good demand for those of a scientific nature, including treatises on medicine, different branches of engineering, industrial processes, and general technical subjects. Some of these are now found in stock locally, but there is no doubt more could be sold. There are few scientific works in Portuguese, and a reading knowledge of German is not common among educated Brazilians. The largest number of scientific works displayed in local bookstores are in French, as acquaintance with that language is virtually universal among those who read books.

"Few works of American fiction are ever seen in the bookstores of Rio de Janeiro, and these are generally British reprints. The cheap Tauchnitz (German) edition of American and English titles has appeared again in this market in competition with a similar British collection. Cheap British collections, such as the Nelson Library, are also sold locally. The more serious current publications in the field of general literature of American houses never find their way to Brazil. Another class of publications for which there should be a fair demand is American juvenile books, which are of a superior class. It is common for these books to be read by Brazilian children who are studying English."

[A list of the principal book dealers in Rio de Janeiro may be obtained from the Bureau of Foreign and Domestic Commerce, or any of its district or co-operative agencies, by referring to file No. LA-12054.]

Femina-Vie Heureuse Prize

MISS ROSE MACAULAY'S novel "Dangerous Ages," has won the *Femina-Vie Heureuse* Prize awarded by a committee sitting in Paris to an English work of imagination published between June 30th, 1920, and June 29th, 1921. The three novels selected by the English Committee to be submitted to the Committee in Paris were: Francis Brett Young's "Black Diamond," Rose Macaulay's "Dangerous Ages," and Katharine Mansfield's "Bliss." "The Black Diamond" was only one vote behind Miss Macaulay's novel.

Good Book-Making

THAT the book buyers and booksellers have become steadily more interested in book-making and in the effect of sound production on book sales has been evidenced by many comments heard in the trade. Three or four people have, since the first of the year, written detailed letters of criticism on the present state of book manufacture, and, instead of printing these letters separately, they have been gathered into an article soon to be printed. People realize that the publisher has at his disposal in these days great facilities in the way of good types, variety of binding cloths, perfected binding and machinery, all of which, if well directed, can produce books of high quality as well as attractive appearance.

As has been before emphasized in this department, those who best understand book manufacture are critical, not so much of the partial failure of good intentions as of lack of adequate attempt to make books measure up to their best possibilities. It has been often commented on that typography alone has a marked effect on the circulation of a magazine, and in that field the effect of appearance can be more closely judged than in the book field where no two books can be exactly compared. Such magazines as the *Dial*, the London *Mercury* and the *Atlantic*, to speak only of those that depend on typography alone for their attractiveness, undoubtedly hold readers because of the appeal of the type page to the eye. No one can accurately estimate how many books may be passed over by those who go over them on the counter merely because they are not appealing in appearance. To this handicap to selling there is added the other waste which comes from people who get the book collecting habit, but who find that many books purchased disappoint them.

Among the attractive books of the last few weeks is Putnam's printing of "If," a play in four acts, by Lord Dunsany, the composition and the presswork of the Knickerbocker Press. The type page, selection of paper and the plan of the binding are all very admirably carried out.

In the field of poetry the most interesting volume that comes to hand is "Odes and Lyrics" by Hartley Burr Alexander, Marshall Jones Company. This volume is printed on handmade paper with a beautifully clear impression of the type, a model of what an octavo volume of poetry can be, and most appropriately bound. Another excellent volume of the same size is Holt's edition of Walter de la Mare's "The Veil and Other Poems." This is also excellently and appropriately bound. Holt has also to his credit the attractive, tho simple volume on "The Poetry of Dante" by Benedetto Croce.

Another good book from Marshall Jones Company is the Ralph Adams Cram volume entitled "Towards the Great Peace," one of the Dartmouth alumnae lectureships. In type planning, make-up and binding this leaves nothing to be desired.

Among well-made volumes of fiction there is a book attractive in every way from Macmillan, "Glenwood of Shipbay," by John H. Walsh, good in type page and paper, satisfactory in binding with a very excellent wrapper.

Stokes has made a good fiction volume out of William Dana Orcutt's "The Balance;" and Brentano has a good volume in "The Doom Trail." Stokes has also made an attractive book of its "Caruso and the Art of Singing" by Fucito and Beyer. The binding is especially attractive.

Among many good volumes of miscellaneous character we select "An American Diplomat in China," by Paul S. Reinsch (Doubleday, Page & Company), "The Adventures of a Tropical Tramp," by Harry L. Foster (Dodd, Mead & Company), "Banking and Business," by Willis and Edwards (Harper), "The Greater Rumania," by Charles Upson Clark (Dodd, Mead & Company.)

A very interesting piece of book planning in a special field is the volume published by Doran entitled "A Century of Banking in New York," by Henry Wysham Lanier. The text matter calls for a great deal of special work, letters, footnotes, tables, cuts and all of this has been done with great taste and judgment by the Gillis Press. The volume is one of the most interesting of the year from the point of view of manufacture.

The Atlantic Monthly Press has reissued in very attractive shape M. A. DeWolfe Howe's book on "Boston Common," originally published by Houghton Mifflin Company. The same type has been used and fits well into the smaller volume. There is a postscript chapter with extra illustration.

Hungary Bans Walt Whitman

THE Hungarian Commissioner of Education, forbidding the circulation in Hungary of the political works of Walt Whitman, translated into Hungarian for the first time, has declared them subversive of law and order. The prohibition is also due to the fact that the translator is a Communist refugee in Vienna.

Reminiscences of a Book Scout

By Joseph Jewett Barton

VII. "The Amenities of Book Collecting"

I SUPPOSE there is no calling or profession that contains so much pure romance as bookhunting. Trout or bass fishing, at its best, is its nearest competitor, considering it as a sport. With an open mind, the situations met are often very humorous. It has its glamor and fascination, and I regret to say it also has mean and sordid, and sometimes pathetic phases, which I do not like.

It is all very well to match wits or specific knowledge with another bookseller, or do somebody first because he shows the inclination to do you, but these rules of action and protection apply to a small percentage of transactions.

We had just finished dinner one evening, this happened in Brooklyn, when the buzzer warned us we were going to have a caller. When I went into the living room I found a young woman, probably in the early twenties, sitting there with a baby on her lap—quite a new baby, too. Their appearance was not very prepossessing; not particularly neat nor clean.

I gathered from her rambling talk that Mr. S., the editor of a local paper, had advised her to come to me. She said she had some books which she wished to sell. I asked where the books were and she produced from a handbag, three miserable little nothings, not even good enough for a ten-cent counter.

I handed the books back to her and said I regretted that I could not use them. Her face fell, she looked so dejected and disappointed that in an effort to cheer her up and make a little conversation I asked if she had any other books. She replied that she had, but did not think they amounted to anything, as she had picked out the ones she thought were of the greatest value. Of course that did not mean anything to me, as most people pick the wrong ones, so asking her address, I told her if she so desired I would come and see what she had the following afternoon. This did not seem especially to please her, so I inquired why. She finally admitted that if there were any chance of her selling me anything she wished I would come at once, as one of her other children was sick, and this was almost a final effort to raise cash for immediate needs.

This was the winter of 1918—that real winter. I hated the idea of leaving a perfectly good steam-heated apartment to chase around in some mean street where in all probability the house was cold, smelly and generally disagreeable. But I went, and the place was even worse than I thought it would be. The dining room, or was it a kitchen, also served as a bed room and general living quarters, lighted, and heated, by an old oil lamp. The books were impossible. I tried hard to find something of interest, but I could not. I hated to leave; she seemed so badly up against it, and wondered if I had not better offer to buy all the books and then dispose of them to the junkman as paper. That seemed the best way out of it.

As I sat there seeking for words, an old hide-covered trunk, the kind with the hair on, poked itself into my eye. I remarked that it was a fine old trunk, and husband Jim replied that it had belonged to his grandmother, who had recently passed on from the State of Massachusetts to a better world. Of course I wanted to know, "What is in the trunk, anything?" "No, nothing but a lot of old letters."

It has been said that in my early years when mother wanted me, she generally found me in a corner of the library with a stamp catalog, a purloined glass of crab apple jelly and a large piece of cake. I suggested that perhaps grandma had known somebody of importance in her day and that among the letters there might be some of interest to me. I imagined I could hear Jim and his wife groan internally at such a foolish idea, but they were perfectly willing that I should look at the letters.

As I lifted the lid I got a fine odor of damp, mould and general decay and I could hear myself coughing all the next week. One look at the top layer was enough for me, and I turned to Mrs. Jim and said that if she needed a little ready money at once, I had ten dollars that she could have, as I felt sure I was going to find something that I could use. My offer was immediately accepted, and Jim, picking up an empty medicine bottle and a market basket, made a quick exit.

I shall not go into all the harrowing details, but sometime later while I was still taking letters out of their covers and piling the covers on the table, a knock was heard at the outer door, and my wife with our eldest son, aged ten, as a protector, wanted to know if I were there. She had visions of my being run over by a milk wagon, held up by highwaymen or having had heart failure.

I departed with her, and she told me quite a few common sense things on the way home, that I hadn't realized while looking over those stamps. But how did I know it was past midnight?

Down in the bottom of the trunk, next day, was a very special treasure of grandma's youth in the shape of love letters, wrapped like a Sam Lazarus steak, one outside the other, in two copies of a broadside entitled "Times Portraiture Being the Carrier's Address to the Patrons of the Salem Gazette For the First of January, 1838." This was written by Hawthorne for the carriers, but published anonymously, and is now very rare. The outer copy was beyond recall, but the inner copy, like Sam's steak, was all to the good. And Jim's wife got half the proceeds from the trunk's contents.

Books are Royal Gifts

WHEN the complete list of the wedding presents to Princess Mary was printed in the London *Times*, it was seen that approximately every tenth present was a book. This gave a happy confirmation to the growing belief in this country that books have a far wider importance as wedding presents than has ever been recognized. That there is an immense range of literature perfectly appropriate to gifts is shown by the titles on the list.

As one would expect, Bibles, Prayer Books, church hymnals and even the Apocrypha. Among the poetry there was "The Oxford Book of English Verse," "The Oxford Book of Ballads," Tennyson's works, Homer's "Odyssey," Burns's "Poems," "The Romaunt of the Rose," "Poems" of Rupert Brooke, "The Rubáiyát of Omar Khayyám" and the poetry of Francis Thompson. Books of art included illustrated volumes on Thomas Gainsborough, "The Van Eycks and Their Followers," Hogarth's works. There were books of travel such as "Travels in Italy" and "The Channel Islands," sets of reference books and an atlas of the world, outdoor books such as "Beautiful Flowers and How to Grow Them," "Birds One Should Know," "Gardens, Their Form and Design," "Trees and Shrubs," standard sets such as Thackeray's novels, Kipling's works, Browning's works, Jane Austen's novels. There was a book called "The Destiny of America," one on "The History of China Porcelain" and "The History of Furniture in England," "The History of Lace," a devotional book entitled "Daily Life" and a volume entitled "The Book of Wedding Days."

Hon. Herbert Asquith, former prime minister, presented the copy of The Rubáiyát, Lord and Lady Tennyson gave the set of Tennyson's works and Lord Haldane and his daughter, the set of Jane Austin.

The Younger Generation at the Civic Club

BESIDES directing the editorial destinies of the *Bookman* to a remarkable growth, John Farrar has been keeping his interest in other aspects of book promotion as was shown in the Bookman Week at Wanamaker's last fall and again instanced in the book evening held at the Civic Club in New York on March 8th. Mary

JOHN FARRAR AS "THE GOSSIP"

Frank of the Library Committee of the Club charged one book in lieu of admission ticket, and it did not need to be a new one. Thus many volumes were added to the Club Library.

Mr. Farrar, dressed as The Gossip, gave an informal talk and then introduced to the platform some of the writers present including Max Bodenheim, John V. A. Weaver, Burton Rascoe, Herbert S. Gorman and Dorothy Speare. To this group Mr. Farrar put such questions as, "What is the younger generation?" "What do you think of book publicity as it is done today?" "Is there literary logrolling?" "What do you think of H. L. Mencken?" These questions evoked stimulating and witty replies and started discussion in which the audience joined.

Mapping the United States

A BILL has been introduced into Congress to provide the funds from which the topographic mapping of the United States shall be completed within twenty years. Congressman Temple, sponsor for the Bill, believes that it would require forty million dollars in all to complete the work. The United States established the Geographic Survey in 1789, altho the first map and survey, that of Chesapeake Bay, made by Captain John Smith, was executed three hundred years ago. It was not until 1889 that Congress made the first specific appropriation for these surveys. Each year there have been additions until forty-three per cent of the continental United States has been mapped, altho not more than thirty-five per cent is adequately mapped. The process of surveying a country and of representing adequately to the eye the information that the public desires is of so special a character and of such general interest to users and handlers of books that the PUBLISHERS' WEEKLY has planned a series of articles on how maps are made. Dr. Alfred Sidney Johnson, connected with the United States map department of Rand McNally & Company has been asked to write on how the information is gathered and how it is visualized by the means of line and color. These articles will appear in April numbers.

London Book-Trade Strike

ACCORDING to the most recent English papers, the strike in the English book-trade which has been seriously hampering the book business there is still unsettled. The strike began on February 18, as a result of a dispute between the Book Trade Employers' Federation, representing the majority of London publishers and the National Union of Printing and Paper Workers to which belong most of the warehousemen and packers employed in London publishing offices. The dispute was one about wages. A small reduction, especially as compared to those in other trades, was made in the autumn of 1921. At the beginning of 1922, a further demand for a reduction of ten shillings per week was made by the publishers, which they later reduced to five shillings. The Printing and Paper Workers' Union resisted even the smaller wage reduction and suggested as a compromise a reduction of half a crown on February 17th and a further half crown on March 4th. A general ballot of the Union at a London meeting rejected this last proposal. The employers replied by issuing a notice for a reduction of five shillings, whereupon the Union called the strike.

The Union contends that its members now receive slightly lower wages than those paid by printers to corresponding grades of labor and that no reduction in the publishing trade was admissible that had not also been agreed upon for the printing trade.

The Employers' Federation contends that packers and warehousemen in publishing houses now receive a higher wage than those in large retail distributing houses altho less skill is required in the work of the publishing houses. The publishers also say that tho they made no attempt to resist the recurrent increases in wages while the cost of living was rising, they found that they were swept into expenditures which absorbed more of the profits than the trade could endure, because demands upon them always accompanied the increases paid by the large magazine and newspaper publishers. The book publishers thus found themselves drawn into an undesirable connection. The attitude of the Publishers' Federation is now taken to attain two objects: what it regards as a necessary wage cut and the severing of an intangible but definite connection.

Cheap Editions in London

REPORTS in the English book-trade papers and London newspapers have carried very considerable discussion on the question of the cheap editions, and their changing prices. A few years ago, the cheap reprint in England was priced at about 7d. These books were made in small form, sometimes 12mo plates trimmed down, but more often from new type for the smaller page. The books were printed on newsprint paper and bound very simply in cloth with bright jackets. At the price at which these were issued there was extremely little royalty for the author and very little margin for the publisher or retailer.

From the men in the trenches there came a greatly increased demand for light fiction and at the same time greatly increased costs of manufacture. The price for such series finally settled at about two shillings and sixpence, where they were at the end of the war. With the clearing up of war conditions more firms went heavily into the field of supplying these reprints, which seemed to promise the best chance for quick return for a publishing investment. For distribution they relied not only on the bookstores but on the widely scattered news stalls.

From the current reports it would seem that so great was the enthusiasm among the publishers to produce these series that all caution as to production quantity was thrown to the winds with the result that the market was flooded with supplies of these books. It began

to be found, also, that buyers of cheap series were discriminating as well as buyers of higher priced books and that many titles that had been manufactured did not sell at all. Within the past few months many publishers of these series have been searching for outlets, but have found these difficult to obtain, as lowered prices in the retail stores did not seem to create increased demand from a doubting public. During the winter great quantities of these have been thrown on the market. One report tells of a lot of several hundred thousand which were sold at about 3d. One publisher, writing to the London *Times*, speaks of one sale of a hundred thousand books at three pence halfpenny and believes that a million could be had at this price.

A large producer has now announced that he will make regularly a new one shilling series instead of series at the former levels, but the current reports do not indicate that these may prove any more needed than the supply now in sight.

That the whole book market has been thrown off by this overproduction and editions created that will hurt general book distribution this spring seems indicated by the reports. Geoffrey Williams, President of the Publishers' Association of Great Britain and Ireland, writes: "Paper still costs about double what it did before the war. The price of binding is still more than twice what it was, while in printing there has been hardly any reduction at all, so that it is still nearly three times the pre-war cost."

The American reader has never cared for those small sized reprints like the familiar product in the English market, but has preferred the 12mo book on book paper such as is supplied here at seventy-five cents.

The Unpretentious Method

"SHOCK openings, dramatic first sentences, and firework beginnings in sales letters are rapidly disappearing from the literature of those who know," says *Marketing*.

"There are still houses in the United States and Canada that think it very clever to fire verbal howitzers at customers in direct-mail literature, in order to attract favorable attention.

"Experience has shown, thru years of experiment, that people are no more anxious to be shocked, or to be treated unconventionally in letters, than they are to have the same treatment face to face. This is the era of the quiet, unpretentious message. Fortunate is the direct-mail advocate who uses these tactics in his form letters and printed material, just as he does in his dictated letters."

Ladies' Night in Philadelphia

THE Philadelphia Booksellers' Association, held its annual Ladies' Night on the evening of March 16th, at the Bellevue-Stratford Hotel. Peter Reilly, the president, in a most optimistic speech, referred to the healthy condition of the trade as he found it and argued that the splendid attendance was but another manifestation that all's well with the book business.

The toastmaster, Charles C. Shoemaker, with his inimitable humor, introduced the speakers. Katherine Haviland Taylor, author of "Cross Currents" was the first speaker. Miss Taylor is a winsome little lady of winning charm "a dainty bit of Haviland" and in a naive little speech quickly endeared herself to her hearers.

The next speaker was Annie Carroll Moore, chief children's librarian of the New York Library. Miss Moore spoke on the great work the librarians were accomplishing in inculcating in the child a love for the beautiful in literature and illustration.

The last speaker on the program was Violet Oakley, illustrator, designer of the mural decorations in the Pennsylvania State Capitol and recipient of many gold medals and degrees. Miss Oakley criticised the publishers' output as the artist sees it, saying binding should bear the relation to the book a soul bears to the body and that both should be an artistic whole. The "jackets," often the publisher's pride, came in for a very severe criticism. Of course, Miss Oakley can only view the jacket from the artist's standpoint; as a merchandising help, as Morris Perlmutter might say "that's something else again."

Eugene Herr, President of the American Booksellers' Association, was present and interestingly outlined the tentative plans of the Washington convention. He expressed the hope that Philadelphia would send a big delegation and said that he would guarantee all would return "much refreshed."

Trained Men Needed

IN an address before the New York School of Commerce, Dean Joseph F. Johnson said that in his opinion the days of the school of hard knocks were over and that the commercial and industrial leaders would be drawn from schools of commerce. Among business callings that he listed as those which would be gradually lifted to a professional status he included book publishing and merchandising along with advertising, insurance, industrial engineering, journalism, transportation, brokerage.

Books By Radiophone

CHILDREN'S Book Week every week is likely to result from the arrangement which the Radio Corporation has just made with Harper & Brothers whereby each week one of the Bubble Books will be read and sung at the Westinghouse Station in Newark. A demonstration which was made last Sunday proved entirely successful. Mr. Mayhew, the originator of this delightful series for children, himself read the verses after which the records that were especially made for the Bubble Books were put on a phonograph and the music was then radiophoned.

Mr. Mayhew was heard distinctly, and the records were said to be the best which have yet been used for this purpose.

Mr. Mayhew, now better known as The Bubble Man, plans to invite children to correspond with him and have their questions answered by him, by radio.

It is estimated that the Bubble Books will be heard in from three hundred to four hundred thousand homes. Such extensive publicity for books must benefit not only this already popular series, but it should also stimulate childrens' interest in books generally.

The Bubble Books will be a regular weekly feature of the radio program every Sunday evening between 6.30 and 7.00 o'clock.

Jingle Contest

Dodd Mead & Co. announce a jingle contest. They offer an autographed copy of George Barr McCutcheon's new story, "Yollop" for an acceptable limerick or jingle based on that story. The publishers print two examples.

I.

George Barr McCutcheon's book "Yollop"
Is about an old guy with a wallop
Who captured a thug
Sent him up to the jug
Now, wasn't old Yollop the trollop!

II.

Sing a song of Sing Sing
The home of lucky guys
Twenty years or life term
Is nothing to despise.

Baseball games or movies
The day is one sweet song
Free board, free clothes, free everything
Be wise, old dear, Go wrong!

A contributor adds the following to Walter Hart Blumenthal's "Culled From an Auction Catalog."

"Behold the Woman." *In a pink wrapper.*

New Book Posters

THE Religious Book Week poster in six colors with its lettering "Good Books Are Life Teachers" has gone out in large quantity. It has also been reprinted in post-card size in black and white with part of the back space used for quotation from Dr. Barton's comment on the Religious Book Week idea. These cards would be especially appropriate for booksellers, libraries or others to use in connection with Book Week promotion and can be bought from the headquarters at 334 Fifth Avenue at the low price of $1 per 100.

The four color poster by Mr. Norstad with the lettering "Back to Nature Books" is to be the feature of April promotion. This poster is full of life and human interest and will prove, perhaps, the most attractive poster this year. In the post-card size it has been printed in two colors, red and green with the back blank. It can be purchased for $1.35 per 100 from the Committee. It will prove an ideal method of listing nature books for a dealer to send out to his customers.

Record of American Book Production February, 1922*

Classification	New Publications			By Origin			
					English and other Foreign Authors		
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total
Philosophy	12	5	8	19	1	5	25
Religion	48	3	6	49	0	8	57
Sociology	27	4	20	44	2	5	51
Law	9	3	2	13	1	0	14
Education	11	0	6	16	0	1	17
Philology	7	0	1	4	0	4	8
Science	31	2	8	35	2	4	41
Technical Books	34	12	11	44	0	13	57
Medicine	13	4	3	12	0	8	20
Agriculture	2	1	1	3	0	1	4
Domestic Economy	4	0	0	3	0	1	4
Business	21	2	1	23	0	1	24
Fine Arts	7	1	2	5	0	5	10
Music	4	0	2	3	1	2	6
Games, Amusements	3	1	5	8	0	1	9
General Literature	27	5	2	20	1	13	34
Poetry, Drama	38	1	11	34	8	8	50
Fiction	55	35	1	61	25	5	91
Juvenile	9	1	2	10	2	0	12
History	34	3	11	31	6	11	48
Geography, Travel	16	1	6	15	1	7	23
Biog., Genealogy	18	4	0	13	0	9	22
General Works	2	2	2	6	0	0	6
	432	90	111	471	50	112	633

*In February 1921, 399 new books, 105 new editions and 219 pamphlets, a total of 723, were recorded.

Changes in Price

THE CENTURY CO.

Effective April 1, The Century Co. announces the following reductions in prices:

	Price Old	Price New
Du Bois:		
Comrade Rosalie	$1.90	$1.75
The Girls of Old Glory	$1.90	$1.75
Elinor Arden, Royalist	$1.90	$1.75
The Lass of the Silver Sword	$1.90	$1.75
The League of the Signet-Ring	$1.90	$1.75
Knipe:		
The Luck of Denewood	$1.90	$1.75
A Mayflower Maid	$1.90	$1.75
The Lucky Sixpence	$1.90	$1.75
Beatrice of Denewood	$1.90	$1.75
Peg o' the Ring	$1.90	$1.75
The Lost Little Lady	$1.90	$1.75
Vive La France!	$1.90	$1.75
Rackham:		
Mother Goose	$4.00	$3.50

Obituary

HENRY B. SMITH

HENRY B. SMITH, who has made the Coast trip for Thomas Nelson & Sons for the past twenty years, died at his home in Plainfield, N. J., on March 13th. He had been in precarious health for more than a year, but his death came unexpectedly. He was born among books, as it were, having been taken into his father's store as soon as he left school. His father, Daniel Smith, in 1825, established himself in the book business, which is still conducted by Henry B. Smith's brother, N. S. Smith—the oldest business house in and about Newburgh. Ambitious to work in a larger field, Henry came to New York City and obtained a position with Baker, Pratt & Co., the predecessors of Baker & Taylor Co. He remained only a short time with them, leaving to take charge of the sales department of George Routledge & Sons. After several years' service in that position, owing to the illness of one of the firm's travelers, he took his place on the road and continued until 1894, when he joined the traveling force of Thomas Nelson & Sons. Mr. Smith, tho quiet and reserved in manner, won many friends on his circuit, who loved and honored him for his honesty, courtesy and other gracious characteristics.

Communications

AMERICAN BOOKS IN PARIS

Editor, PUBLISHERS' WEEKLY:

The letter from Alfred A. Knopf printed in the PUBLISHERS' WEEKLY, August 20, and particularly his statement that "Of fifteen French publishers he found only four who could speak English" was of great interest to me because at that time I expected to become director of the American Library in Paris. I have now been here long enough to feel that there is more to be said on the subject. Undoubtedly Mr. Knopf will agree with me.

In the first place French publishers and booksellers are organized to meet the needs of the French people, and this is a need primarily for books in the French language, and books about French affairs. Because, however, of the growth of a large English-speaking colony in Paris there have developed within the last generation or two several well-known houses which have made a specialty of books in the English language, Brentano's, Galignani's and Smith's. And since the war there has developed also a new interest among French readers in American thought, institutions, and public affairs.

This is not, however, sufficient to warrant every bookseller in stocking American books, any more than every American bookseller is warranted in stocking French books. But it does warrant greater efforts on the part of those who are now specializing in this branch of service, particularly if America is to be known by its best instead of by its worst as Mr. Knopf fears it is at present. It is with a view to promoting the efforts of publishers to secure a better distribution of American books in France and other countries of Europe that the Association of American book publishers has asked me to serve as its European representative. And it is with this in view that I am making every effort to secure more adequate discussion of American books in the reviews and journals, French and English published here in Paris. Not every Frenchman can speak English, but every Frenchman of intelligence, I believe would like to be able to read it.

Very truly yours,
W. DAWSON JOHNSTON,
American Librarian in Paris, Inc.

Mr. Bowker Returns

MR. AND MRS. R. R. BOWKER have just returned to New York after an extended winter vacation of two months spent chiefly in Porto Rico, but including a brief stay in Cuba. During his visit to Porto Rico, Mr. Bowker made a series of motor trips that covered all the famous spots of this beautiful tho little known island, and incidentally made a survey of the public library situation there.

Business Note

WASHINGTON, D. C.—The executor of the estate of C. C. Pursell has sold the business at 807 G Street to Miss J. Beall Magruder, who was associated with Mr. Pursell for a number of years. She assumed control March 15th.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Addams, Jane
Peace and bread in time of war. 9+267 p. D [c. '22] N. Y., Macmillan $1.75

Adler, Cyrus
Jacob Henry Schiff; a biographical sketch; [reprinted, with minor changes, from the American Jewish year book, v. 23.] 69 p. front. (por.) D c. N. Y., American Jewish Committee, 171 Madison Ave. 75 c.

Aldrich Fred H.
World peace; or, Principles of international law in their application to efforts for the preservation of the peace of the world; [lectures delivered before the Detroit college of law.] 218 p. O '21 Detroit, Mich., F. S. Drake, 97 Woodward St. $3.50

Alexander, Hartley Burr
Odes and lyrics. 8+181 p. O '22 c. '10-'22 Bost., M. Jones Co. $2
Formerly published by Baker and Taylor Co. in 1910.

Alzona, Encarnación
Some French contemporary opinions of the Russian revolution of 1905. 117 p. (2½ p. bibl.) O (Studies in history, economics and public law; v. 100, no. 2; whole no. 228) c. '21 N. Y., Longmans, Green pap. $1.25
Partial contents: The outbreak of the revolution; Tsar and bureaucracy; Causes and aims of the revolution; Reforms for Russia; The end of the revolution.

Anderson, J. Grant
Problems of eternal moment. 164 p. front. (por.) D [c. '21] Anderson, Ind., Gospel Trumpet Co. 75 c.

Aspley, John Cameron
What a salesman should know about credits; a handbook of practical information of value to a salesman in increasing the net profits on his sales; building up his territory and working in closer harmony with the credit department; pocket ed.; [3rd rev. edition.] 5+102 p. il., fold. pl., diagr. D [c. '21] Chic., The Dartnell Corporation, 1801 Leland Ave. $1.10

Ayers, Ruby Mildred
The scar; front. by Paul Stahr. 287 p. D [c. '21] N. Y., Watt $1.90

Bailey, Liberty Hyde, ed.
Cyclopedia of farm animals; [new ed.] 16+708 p. il. tabs. pls. diagrs. Q '22 c. '08 N. Y., Macmillan $6
Cyclopedia of farm crops; a popular survey of crops and crop-making methods in the United States and Canada; [new edition.] 16+699 p. front. il. pls. tabs. plans Q '22 c. '07 N. Y., Macmillan $6

Beckwith, Isbon Thaddeus
The Apocalypse of John; studies in introduction with a critical and exegetical commentary; [new and cheaper edition.] 15+794 p. O '22 c. '19 N. Y., Macmillan $2.50

Beresford, John Davys
The prisoners of Hartling. 273 p. D c. N. Y., Macmillan $1.75
"Hartling is a beautiful English country estate where strong-willed old Garvice Kenyon holds in spiritual subjection his household of eight assorted relatives, sister, nieces and cousins."

Beygrau, Frederick Reginald, and Arnston, H. H.
Obstacles to the attainment of speed in shorthand, with some plans for overcoming them; Mental obstacles by F. R. Beygrau; Manual obstacles by H. H. Arnston. 45 p. D [c. '21] N. Y., Gregg Pub. Co. pap. 25 c.

Aborn, Everett Anderson
Aborn genealogy. 12 p. (1 p. bibl.) il. por. coat of arms O '21 Rockville, Conn., [Author] $5

American Geographical Society of New York
A description of early maps, originals and facsimiles, 1452-1611; being a part of the permanent wall exhibition of the American geographical society, with a partial list and brief references to the reproductions of others which may be consulted in the society's library; by Edward Luther Stevenson; [with references at the end of the description of each map] 20 p. D '21 N. Y., The American Geographical Society of New York, B'way and 156th St. pap. 50 c.

Beverage, Albert Jeremiah
Addresses delivered by ex-Senator Albert J. Beverage of Indiana, on February 22, 1921, at the second Washington's birthday celebration of the Sons of the revolution and other patriotic societies at Carnegie hall, New York, and at the 39th annual banquet of the Sons of the revolution at the Hotel Plaza, New York. "Unguarded gates" by Thomas Bailey Aldrich. 29 p. front. (por.) O [c. '21] N. Y., Sons of the Revolution, 54 Pearl Street pap. gratis

Bishop, Giles, jr.

The marines have advanced; front by Donald S. Humphreys. 393 p. front., diagrs., pls. D '22 c. '21 Phil., Penn Pub. Co. $1.75

The experiences of the Marines with spies in the Philadelphia Navy Yard, and their further adventures in Mexico and Haiti. For boys from 12 to 17.

Blunt, Wilfrid Scawen

My diaries; being a personal narrative of events, 1888-1914; 2 v. fronts. (pors.) O '21 N. Y., Knopf $12 [1500 sets]

Burlingame, Eugene Watson, tr.

Buddhist legends; 3 v. 1114 p. pl. Q (Harvard oriental ser.) c. '21 Cambridge, Mass., Harvard Univ. Press $15

Burroughs, John

My boyhood; with a conclusion by his son Julian Burroughs; il. from photographs and from paintings by Julian Burroughs. 247 p. col. front., pls. O c. Garden City, N. Y., Doubleday, Page bds. $2

A description of John Burrough's boyhood on his father's farm eighty years ago.

Nature near home and other papers. 93 p. S (Riverside literature ser.) [c. '13-'19] Bost., Houghton Mifflin 48 c.

Byam, William, ed.

The practice of medicine in the tropics, by many authorities; 3 v.; [v. 1 now ready] various paging (bibl. footnotes and bibls.) il., col. pls. O (Oxford medical publications) '21 N. Y., Oxford University Press $75 set [subs. only]

Case, Henry Jay, comp.

Guy Hamilton Scull; soldier, writer, explorer and war correspondent; with an introd. by [the compiler.] 18+267 p. front. (por.), pls., pors., facsms. O c. N. Y., Duffield $3.50

A biography of the former newspaper man and "gentleman adventurer" written largely by James Barnes, Lincoln Steffens, Arthur Woods, Eliot Wadsworth and others.

Cerf, Barry, and Giese, William Frederic

Beginning French; rev.; pen-and-ink drawings by J. Ormsbee. 8+331 p. il. D [c. '21] N. Y., Holt $1.40

Chase, Frederic Henry, bp. of Ely

What did Christ teach about divorce? 7+64 p. S '21 N. Y., Macmillan 60 c.

Clarke, Richard A.

The crack in the dish, and other fables; with il. by Clara Atwood Fitts. 4+146 p. il. pls. D [c. '22] Bost., Little, Brown 80 c.

Clayton, William

William Clayton's journal; a daily record of the journey of the original company of Mormon pioneers from Nauvoo, Ill., to the valley of the Great Salt Lake, pub. by the Clayton family association. 10+376 p. front. (por.) D [c. '21] Salt Lake City, Utah, The Deseret News, 44 E. South Temple $2; leath. $3.75

Coleman, George J.

Forge note book. 32 p. il. D [c. '21] Milwaukee, Wis., Bruce Pub. Co. pap. 35 c.

Conkey, W. B., Company

What a business man should know about printing and bookmaking; rev. ed.; a book for ready reference. 185 p. front. (por.), pls., diagrs., pors. D [c. '10-'21] Chic., W. B. Conkey Co., Fine Arts Bldg. $2

Conybeare, Frederick Cornwallis

Russian dissenters. 370 p. O (Harvard theological studies, 10) c. '21 Cambridge, Mass., Harvard Univ. Press pap. $4

Boettiger, Louis A.

Armenian legends and festivals. 2+100 p. (2 p. bibl.) O (Studies in the social sciences, no. 14) '20 Minneapolis, Minn., University of Minnesota pap. 75 c.

Boston. Committee on Americanism

A little book for immigrants in Boston; [foreword by Andrew J. Peters, Mayor of Boston.] 103 p. (1½ p. bibl.) front. (por.) pls. O '21 Bost., City of Boston Committee for Americanism, 305 City Hall Annex pap.

Briggs, Guy Morton

The goal of the builders; a story of the Trustees system service. 127 p. front. (por.) il. facsms. diagrs. D [c. '21] Chic., Trustees System Publishing Corp. $1

Britton, Nathaniel Lord, and Rose, Joseph Nelson

Noeabbottia, a new cactus genus from Hispaniola; with four plates. 6 p. il. O (Smithsonian miscellaneous collections; v. 72, no. 9) '21 Wash., D. C., Smithsonian Institution pap. 15 c.

Carnegie Institution of Washington

Year book no. 20; 1921. 475 p. (11 p. bibl.) diagrs. tabs. fold. col. map O '22 Wash., D. C., Carnegie Inst. of Washington pap.

Chicago (The) Daily News

Motor guide; routes by Helen A. Breidert—"Highway" in the Daily News. 46 p. pls. il. fold. maps in pocket O c. '21 Chic., The Chicago Daily News, 5 N. Wells St. pap. apply

Clark, William Andrews, jr.

The library of William Andrews Clark, jr. The Kelmscott and Doves presses. In two pts.: pt. 1, Kelmscott press; pt. 2, The Doves press. Collated and comp. by Robert Ernest Cowan, assisted by Cora Edgerton Sanders and Harrison Post; with an introd. by Alfred W. Pollard. 38+123 p. O San Francisco, Cal., J. H. Nash, 340 Sansome St. [priv. pr., 150 copies]

Coffin, Reuben Clare

Radium, uranium and vanadium deposits of southwestern Colorado. 231 p. il. maps tabs. diagrs. O (Bull. no. 16) '21 Boulder, Col., Colorado Geological Survey pap. 25 c.

Corporation Trust Company

The Corporation trust company's 1921-1922 New York state income tax service; the personal income tax law, as amended to November 1, 1921. The amended law compiled with official regulations, rulings, opinions and decisions issued to Nov. 1, 1921. Current new matters, regulations, rulings, opinions, decisions and amendments [as made available.] Supplementary matters, forms, reference tables, comprehensive general index and a cumulative index of current matters. Addenda. The corporation income tax official rulings, decisions, and forms. 1 v. [loose leaf] O c. '21 N. Y., Corporation Trust Co., 37 Wall St. $30

Crawford, Florence

The faith that demonstrates; 3rd ed. 11+151 p. D '20 San Francisco, Cal., The Irvington Press, 314-316 McCloud Bldg., 406 Sutter St. $1

Croce, Benedetto
The poetry of Dante; tr. by Douglas Ainslie. 313 p. front. (por.) D c. N. Y., Holt $2
The purpose of this book is "to afford a methodological introduction to the reading of the Divine Comedy."

Crosier, Arthur Boone
Mental control through rhythmical influence in the learning of typewriting. 34 p. S (Gregg educational monographs) [c. '21] N. Y., Gregg Pub. Co. pap. 20 c.

Crozier, Gladys Beattie
Children's games and children's parties; preface by Mrs. Alec Tweedie. no paging S '21 N. Y., Dutton $2

Curtiss, Mrs. Harriette Augusta, and Curtiss, Frank Homer
The divine mother. 9+79 p. Tt (Gems of mysticism ser.) c. '21 San Francisco, Cal., The Curtiss Philosophic Bk. Co. pap.

Deane, Wallace
Fijian society; ir. The sociology and psychology of the Fijians; [with a bibliography of Fiji: 5 p.] 15+255 p. front. pls. fold. map O '21 N. Y., Macmillan $6

Delafield, E. M. *See* **De La Pasture, Edmée**

De La Mare, Walter John
The veil and other poems. 84 p. O c. N. Y., Holt $2
Seven of these poems were written for drawings by Pamela Bianco and published under the title "Flora." Many of the others have appeared in the New Republic, the Nation, Century, Literary Review, Bookman's Journal, The Outlook and other magazines.

De La Pasture, Edmée Elizabeth Monica [E M. Delafield, pseud.]
Humbug; a study in education. 345 p. D '22 c. '21-'22 N. Y., Macmillan $2
A story of the "wisdom and the unwisdom in the treatment of the younger generation."

Di Domenica, Rev. Angelo
Graded lessons in English for Italians; an aid in Americanization; [2nd ed., simplified and enlarged.] 14+282 p. O [c. '22] Bost., Christopher Pub. House $2

Ditmars, Raymond Lee
Reptiles of the world; tortoises and turtles, crocodilians, lizards and snakes of the Eastern and Western hemispheres. 11+373 p. il. O [c. '10] N. Y., Macmillan $4
Formerly published in 1910 by Sturgis and Walton.

Drake, Frederick William
Prayers in the presence. 6+53 p. T '22 N. Y., Longmans, Green 90 c.
Intended for worshippers at the sung Eucharist.

Edison, Theodore Alfred
Telegraphy self-taught; a complete manual of instruction; containing chapters and lessons on telegraphy in all its branches; including easy experiments in electricity and magnetism which operators should know. 7+172 p. il. D [c. '21] Chic., F. J. Drake & Co. $1.50

Eldridge, Frank R., jr.
Trading with Asia. 22+474 p. O c. '21 N. Y., Appleton $3.50
This work is divided into four parts with bibliographies, i. e., China and Japan [7¾ p. bibl.]; The Philippines and the Dutch East Indies [3¼ p. bibl.]: British India, Burma, and Ceylon [2¼ p. bibl.]; Mayalsia, French Indo-China, and Siam [1¼ p. bibl.]. The author is chief of the Far Eastern Division of the U. S. Bureau of Foreign and Domestic Commerce.

Federal Council of the Churches of Christ in America
The churches allied for common tasks; report of the third quadrennium of the Federal council churches of Christ in America, 1916-1920; ed. by Samuel McCrea Cavert. 419 p. O '21 N. Y., Federal Council of the Churches of Christ in America, 105 E. 22nd St. $1.25

Finlay, Peter
The Church of Christ, its foundation and constitution; [new edition.] 12+264 p. D '22 N. Y., Longmans, Green $1.50

Fyfe, H. Hamilton
The widow's cruse. 304 p. D '22 N. Y., T. Seltzer $2
The story of a woman who fell in love with her husband after his death.

Gade, Felix
Collecting antiques for pleasure and profit; the narrative of twenty-five years search for antique furniture, prints, china, paintings and other works of art, copiously pictured with many fine examples. 222 p. front., pls. O '22 N. Y., Putnam $6
Partial contents: Lacquer and marquetry; Twist-leg furniture and gate tables; Queen Anne furniture; Clocks; Needlework; Rugs and carpets; Engravings; The real and the counterfeit; Dealers in England; Taste in decoration; The antique and the countryman; Current prices of works of art at Christies in Feb. 1921, May, 1921, in 1920, 1919 and in 1917.

Dart, Helen Maretta
Maternity and child care in selected rural areas of the Mississippi. 60 p. pl. O (U. S. Dept. of Labor; Children's bureau; Rural child welfare ser. no. 5; Bureau pub. no. 88) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Downey, Richard
Some errors of H. G. Wells: a Catholic criticism of the Outline of history; [a revised reprint of three articles which appeared in the Month for August, September, and October, 1920] 3+57 p. D '21 N. Y., Benziger Bros. pap. 35 c.

Drachsler, Julius
Intermarriage in New York city; a statistical study of the amalgamation of European peoples. 204 p. tabs. (part fold.) O c. '21 N. Y., [Author], 114 5th Ave. pap. $2.25

Ellis, William, comp.
A cumulative edition of the Interstate commerce act; being the act to regulate commerce as amended, including the original act of 1887 and all enactments amendatory thereof or supplemental thereto; 2 v. [loose-leaf] O c. '21 Wash., D. C. Cumulative Services $14

Equitable Trust Company
Revenue act of 1921; complete text of H. R. 8245 as finally adopted by the United States Senate and House of representatives and approved by the President, November 23, 1921; issued December, 1921. 10+243 p. O N. Y., Equitable Trust Company of New York, Income Tax Dept., 37 Wall St. gratis

Geister, Edna

It is to laugh; a book of games and stunts. 6+141 p. D [c. '22] N. Y., Doran $1.25

Designed for the recreation of adults. Also published by The Womans Press.

Griffith, Helen Sherman

No, Virginia! il. by Wuanita Smith. 320 p. front. D '22 c. '21 Phil., Penn Publ. Co. $1.50

A story for girls from 9 to 14.

Hagar, Hubert Adonley

The fourteen points in shorthand teaching. 3+26 p. S (Gregg shorthand monographs) [c. '21] N. Y., Gregg Pub. Co. pap. 20 c.

Hammond, S. E. Evalyn

Pasteless paper construction. 47 p. il. diagrs. O [c. '21] Milwaukee, Wis., Bruce Pub. Co. bds. 60 c.

Harrison, Lawrence Whitaker

The diagnosis and treatment of venereal diseases in general practice; with a chapter on The medico-legal aspects, etc., by F. G. Crookshank; 3rd ed. 20+525 p. il., pls. (part col.) O (Oxford medical publications) '21 N. Y., Oxford University Press $7.50

Hawk, Philip Bovier

Practical physiological chemistry; a book designed for use in courses in practical physiological chemistry in schools of medicine and of science; 7th ed., rev., with two full-page plates of absorption spectra in colors, four additional full-page color plates, and 192 figures of which twelve are in colors. 14+675p. O [c. '21] Phil., Blakiston $5

Holler, Helmuth Peter

The theomonistic art of the future as foreshadowed by the theories and productions of the German composer Richard Wagner and the Belgian painter Jean Delville; a lecture given before the faculty of Oriental university March 7, 1921. 17 p. O (Oriental univ. progressive studies, no. 3) c. '21 Wash., D. C., Oriental University Book Concern, 1702 Oregon Ave., N. W. pap. 50c.

Hourwich. Isaac Aaronovich

Immigration and labor; the economic aspects of European immigration to the United States; 2nd ed. revised. 29+574 p. tabs. charts diagrs. O '22 c. '12-'22 N. Y., Huebsch $6

Formerly published in 1912 by G. P. Putnam's Sons.

Hubbard, Lucius Lee

Contributions toward a bibliography of Gulliver's travels to establish the number and order of issue of the Motte editions of 1726 and 1727 their relative accuracy and the source of the changes made in the Faulkner edition of 1735; with a list of editions in a private collection and 25 plates. 189 p. O c. '22 Chic., Walter M. Hill $10

Hughes. Glen, comp.

University of Washington plays; first series; with an introd. by [the compiler]. 92 p. O [c. '21] Seattle, Wis., University of Washington Press bds. $1

Contents: "Jet," by Esther Sheperd; "Imposition," by Max Miller; "Those wild young people," by J. M. O'Connor, Jr.; "Tweedledum," by Otis Richardson. These plays are the work of the students of the playwriting course given in the Department of dramatic art at the University of Washington.

Ewing, Elbert William Robinson

Clan Ewing of Scotland, early history and contribution to America; sketches of some family pioneers and their times; with genealogies and il. of family arms. 382 p. front. (por.) coats of arms O [c. '22] Ballston, Va., Cobden Pub. Co. $5

Georgetown University. School of Foreign Service

Venezuela, an economic report presented by students of the School of foreign service as an aid to the foreign trade of the United States. 166 p. front. pls. pors. fold. map facsms. O (Bull. ser. 2, no. 1) '21 Wash., D. C., Georgetown University pap. 60 c.

Gilbert, Frank Bixby

1920 criminal law and practice of the state of New York; consisting of the Penal law and the Code of criminal procedure as amended to the end of the legislative session, 1921; 4th ed., ed. by John T. Fitzpatrick. 32+922 p. O '21 Albany, N. Y., M. Bender & Co., inc. $15

Gordon, Mrs. Mildred Larcom Jones, comp.

State laws affecting working women. 51 p. col. maps fold. tabs. O (Bull. of the Women's bu., no. 16; U. S. Dept. of Labor) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 15 c.

Guaranty Trust Company

Revenue act of 1921. 220 p. D [c. '21] N. Y., Guaranty Trust Co. of New York, 140 B'way pap. gratis

Hall, Willis Lincoln

Stanford memorial church, the mosaics, the windows, the inscriptions. 64 p. il. pors. O '21 Palo Alto, Cal., Times Pub. Co. 75 c.

Hansen, Alvin Harvey

Cycles of prosperity and depression in the United States, Great Britain and Germany; a study of monthly data 1902-08. 112 p. (1¾ p. bibl.) charts tabs. O (Studies in the social sciences and history, no. 5) '21 Madison, Wis., University of Wisconsin pap. $1

Harris, James Coffee

The heavens; astronomy for children. 23 p. il. O c. '21 Ypsilanti, Mich., Standard Pr. Co. pap. 50 c.

Harvey, Nathan Albert

Psychology of the common school subjects. 87 p. O c. '21 Ypsilanti, Mich., Standard Pr. Co. pap. 50 c.

Henderson, Charles William

Gold, silver, copper, lead and zinc in Colorado in 1919; Mines report; Mineral resources of the U. S., 1919—pt. 1; pub. Jan. 30, 1922. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Horatius Flaccus Quintus

The odes of Horace; Englished by William Hathorn Mills. 111 p. S '21 Berkeley, Cal., Lederer Street and Zeus Co. [priv. pr.]

Previously published as "Fifty odes of Horace" and "Nineteen odes of Horace."

Hough, Walter

Synoptic series of objects in the U. S. National Museum illustrating the history of inventions. 47 p. pls. O (No. 2404; from the proceedings of the U. S. Nat. Museum, v. 60) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Husslein, Joseph

Work, wealth and wages. 13+159 p. D c. '21 Chic., Matre & Co., 76 West Lake St. $1

Jenkins, Oliver Peebles

Interesting neighbors; 81 il. by W. S. Atkinson. 11+248 p. il. pls. D [c. '22] Phil., Blakiston $1.50

Sixty-two stories for boys and girls of the lower grades, of the life histories of insects, birds and flowers.

Job, Herbert Keightley

How to study birds; a practical guide for amateur bird-lovers and camera-hunters. 9+272 p. front. il. D [c. '10] N. Y., Macmillan $1.50

The sport of bird study. 13+312 p. front. il. O [c. '11] N. Y., Macmillan $2.50

These books were published in 1910 and 1911 respectively, by The Outing Publishing Co.

Kane, Robert

A dream of heaven and other discourses. 8+222 p. D '22 N. Y., Longmans, Green $2

Partial contents: Carlisle old and new; The honour of Ireland; Fiction: a fine art; The wearing of the green; The meaning and the music of the Holy Name; The beauty of God's home.

Kelly's directory of stationers, printers. booksellers, publishers, paper-makers, etc., of England. Scotland and Wales and the principal towns in Ireland, the Channel Islands and Isle of Man; 1921; 14th edition. 32+1437 p. O N. Y., Kelly Publishing Co., 70 Fifth Ave. $17.50

Kluh, John M.

The etymologic cipher alphabet of one hundred and twenty letters with a new arithmetic system. 30 p. S c. Chic., [Author], 2842 State St. $1

Krause, Louise Beerstecher

Better business libraries; talks with executives. 97 p. S c. Chic., The Indexers Press, 5526 S. Park Ave. $1.30

Partial contents: Why the business library?; What is the function of the business library?; Who are you going to select for your business librarian?; Books: the foundation stones; Periodicals: encyclopedias of current information; Indexes and digests of periodicals; Putting your business library to work. The author is librarian, H. M. Byllesby & Co., Chicago.

Kummer, Mrs. Clare

The robbery; a comedy in one act. 20 p. diagrs. D [c. '21] N. Y., S. French pap. 50 c.

Laing, Graham Allan

Manual to An introduction to economics. 45 p. D [c. '20] N. Y., Gregg Pub. Co. pap. 25 c.

Landon, Herman

The gray phantom. 294 p. D [c. '21] N. Y., W. J. Watt & Co., 31 W. 43rd St. $1.90

Lane-Claypon, Janet Elizabeth

Hygiene of women and children. 17+354 p. il. diagrs. tabs. O (Oxford medical publications) '21 N. Y., Oxford University Press $5

Longman, William

Croquet in the sixties. 23 p. front. il. diagrs. D '21 N. Y., Longmans, Green pap. 40 c.

Lyons, Alexander

Heart to heart; frank talks on familiar themes. 47 p. D '21 N. Y., Bloch Pub. Co., 26 E. 22nd St. 35 c.

Macklin, Alys Eyre, comp.

Twenty-nine tales from the French; with an introductory essay on the French conte by Robert Herrick. 15+309 p. D [c. '22] N. Y., Harcourt, Brace $2

Stories by French authors of today, among whom are Tristan Bernard; René Bizet, Colette Willy, Gyp, Maurice Level, Marcel Prévost, Pierre Veber, and others.

McSpadden, Joseph Walker, ed.

Famous mystery stories. 10+292 p. D [c. '22] N. Y., T. Y. Crowell $1.25

Stories by Erckmann-Chatrian, Washington Irving, Marion Crawford, Guy de Maupassant, Anna Catherine Green and others.

Mills, Enos Abijah

Being good to bears and other true animal stories. 84 p. S (Riverside literature ser.) [c. '11-'19] Bost., Houghton Mifflin 48 c.

Howe, Paul Sturtevant

Mayflower Pilgrim descendants in Cape May County, New Jersey; memorial of the 300th anniversary of the landing of the Pilgrims at Plymouth, 1620-1920; a record of the Pilgrim descendants who early in its history settled in Cape May County, and some of their children throughout the several states of the union at the present time. 3+464 p. front. pls. por. facsms. coat of arms O [c. '21] Cape May, N. J., A. R. Hand $7.50

Knight, Charles Kelley

The history of life insurance in the United States to 1870; with an introd. to its development abroad; [with bibliographical footnotes.] 160 p. O '20 Philadelphia, Pa., University of Pennsylvania pap. gratis

Korff, Sergiei Aleksandrovich

The history of Russia from earliest times; a preliminary syllabus. 14 p. O (International relations clubs. Syllabus, no. 3) '20 N. Y., The Institute of International Education, 419 W. 117 St. pap. 25 c.

Lincoln Electric Company

Electric arc welding; 6th ed. 74 p. il. diagrs. O [c. '21] Cleveland, O., The Lincoln Electric Co. gratis

Loftfield, J. V. Gorm

The behavior of stomata. 104 p. (2 p. bibl.) pls. diagrs. O (Pub. no. 314) '21 Wash., D. C., Carnegie Inst. of Washington

Lytle, Leonard

Genealogical chart of the Lytle family; descendants of Christopher Lytle; [prepared from data furnished by Charles J. Livingood.] tab. 22½ x 56½ em. '21 [Bost., Goodspeed's Bk. Store, 5a Park St.] $1.50

McRoberts, Mrs. Harriet Pearl Skinner

A Christian crieth unto Israel; twelve songs. 7+23 p. D '21 N. Y., New York Poetry Book Shop, [Agts.], 49 W. 8th St. $1

Metropolitan Life Insurance Company

How to take out your first papers; an easy book in plain English for the coming citizen. 24 p. il. pors. D (Aids to citizenship ser.) c. '21 N. Y., Metropolitan Life Insurance Co., 1 Madison Ave. pap. gratis

National Civic Federation. Profit Sharing Department

Profit sharing by American employers; a report. 426 p. pls. O c. '21 N. Y., Dutton $8

Neely, R. R.

Modern applied arithmetic, developed primarily for continuation or part time schools; based on the unit project method. 11+156 p. il. diagrs. D [c. '21] Phil., Blakiston 70 c.

Nock, Albert Jay [Historicus, pseud.]

The myth of a guilty nation. 114 p. D c. N. Y., Huebsch bds. $1

A series of articles on the war which first appeared in the *Freeman*.

Paris, John

Kimono. 8+320 p. D [c. '22] N. Y., Boni & Liveright $2

The story of a marriage of a Japanese girl and a young Englishman, who takes his bride back to Japan much against the advice of his friends, and it is there that he learns the source of his bride's great wealth, which knowledge all but wrecks their lives.

Parker, Thomas Jeffrey, and Haswell, William A.

A text-book of zoology; 2 v.; 3rd ed. 40+816; 20+714 p. (6¾ p. bibl.) il. diagrs. pls. O ['08-'21] N. Y., Macmillan $12.50 set

Peake, Arthur Samuel, D.D.

Christianity, its nature and its truth; [tenth edition] 22+298 p. D ['15] N. Y., Doran $2.50

Pepper, George Wharton

The way; a devotional book for boys; [new edition] 8+127 p. T '22 c. '09 N. Y., Longmans, Green 90 c.

Pérochon, Ernest

Nêne; tr. from the French. 289 p. D [c. '22] N. Y., Doran $1.75

A novel of rural France that won the Prix Goncourt.

Peters, John Punnett

Bible and spade; lectures delivered before Lake Forest college on the foundation of the late William Bross. 12+239 p. pls. D (The Bross library, v. 10) '22 N. Y., Scribner $1.75

Piccoli, Raffaello

Benedetto Croce; an introduction to his philosophy. 11+315 p. (4½ p. bibl.) D [c. '22] N. Y., Harcourt, Brace $2

The life and work of Croce, the leader of Italian thought.

Pollock, James Barkley

Laboratry directions for elementary botany. 102 p. O c. Ann Arbor, Mich., George Wahr pap. 75 c.

Pribram, Alfred Franzis

Secret treaties of Austria-Hungary; 1879-1914; v. 2.; English ed. by Archibald Cary Coolidge. 271 p. O c. '21 Cambridge, Mass., Harvard Univ. Press $3

Propert, W. A.

The Russian ballet in western Europe; 1909-1920. 131 p. pls. (part col.) Q [n. d.] N. Y., John Lane bds. $40

Putnam's, G. P., Sons

Putnam's handy volume atlas of the world, with an index of cities and towns giving the complete 1920 census of the United States, and lists of the countries and cities of the world, with latest population figures and useful statistical information. 2+384 p. maps diagr. O [c. '21] N. Y., Putnam $7.50

Missouri. State Board of Education

Plant production; a year's work in vocational agriculture, June, 1920. 44 p. O (Vocational educational bull., no. 6) Jefferson City, Mo., Missouri State Board of Education pap.

Project record book. 40 p. O (Agricultural ser.) c. '21 Jefferson City, Mo., Missouri State Bd. of Education pap. 25 c.

National Industrial Conference Bd.

The cost of living among wage-earners, Detroit, Michigan, Sept., 1921. 2+22 p. O (Special report, no. 19) [c. '21] N. Y., National Industrial Conference Board pap. 50 c.

A digest of The metric versus the English system of weights and measures; from Research report no. 42. 11 p. O (Special report no. 20) [c. '21] N. Y., National Industrial Conference Board pap. 25 c.

New York Central Railroad Company

The greatest highway in the world; historical, industrial and descriptive information of the towns, cities and country passed thru between New York and Chicago via the New York central lines; based on the Encyclopaedia Britannica. 3+130 p. il. pors. D [c. '21] N. Y., New York Central Railroad Co., Publicity Dept., Grand Central Terminal gratis

Odum, Howard Washington

Attainable standards in municipal programs; a partial report of the first regional conference of town and county administration held at Chapel Hill, Sept. 19, 20, 21, 1921. 130 p. front. (chart.) charts O (Univ. extension div. bull., v. 1. no. 7; December 1, 1921) '21 Chapel Hill, N. C., University of North Carolina pap. apply

Pan American Union

Latin American foreign trade in 1920; general survey; [reprinted from Bull., Jan. 1922] 16 p. O '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Peirson, Henry Byron

The life history and control of the pales weevil, [Hylobius pales]. 33 p. (1 p. bibl.) front. (map) il. O (Bull. no. 3) '21 Petersham, Mass., Harvard Forest pap. 50 c.

Penniman, James Hosmer

George Washington at Mount Vernon on the Potomac; to give a clearer idea of the character of Washington is to set a higher standard for American patriotism. 72 p. D [c. '21] Mount Vernon Ladies' Assn of the Union pap. 20 c.

Peters, Fred J.

The present antichrist. 72 p. D (Popular Protestant prophetic studies) [c. '20] Pennsgrove, N. J. [Author] 50 c.

Powell, Henry Montefiore

Taxation of personal income in New York; [intended as a supplement to Taxation of corporations and personal income in New York] 12+436 p. forms O '22 N. Y., Boyd Press, 27 Reade St. $6

Public Service Corporation of New Jersey. Library

Catalogue of books and periodicals in the library; [preface by Alma C. Mitchell, librarian.] 91 p. O '20 Newark, N. J., Public Service Corporation of New Jersey Library pap. 15 c.

Purington, E. S.

Operation of modulator tube in radio telephone sets. various paging pl. O (U. S. Dept. of Commerce; Standards bureau; Scientific papers 423; from Scientific papers, v. 17) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Rabenort, William Louis
Rabenort's geography; the United States as a whole. 8+226 p. front. il. maps (part fold.) D [c. '21] N. Y., American Bk. Co. 92 c.

Radcliffe, William
Fishing from the earliest times. 479 p. il. O '21 N. Y., Dutton $10

Rand, McNally and Company
Philadelphia; guide to the city and environs; with maps and illustrations. 5+141 p. il. maps D c. '21 Chic. & N. Y., Rand, McNally pap. 50 c.

Rand McNally international atlas of the world, containing large scale colored maps of each state, territory and outlying possession of the United States, the provinces of Canada, and every country in the world, each map accompanied by a page of letterpress, covering area, population, resources, industries, climate, etc., of each state or country, with an alphabetical index, giving the name, location and population of every county, city, and incorporated village in each state, as well as the principal cities and towns of foreign countries; also a ready reference index on the margin of each map. 391 p. front. col. pl. maps diagr. F '21 Chic. & N. Y., Rand, McNally $10; leath. $15

Reflections, (The) of a T. B. M. [Tired business man]; decorations by Gluyas Williams. 189 p. il. D c. Bost., Houghton Mifflin bds. $1.50

Humorous sketches of women. Those described are A wife's best friend, The modern mother, The trained nurse, The show girl, The new stenographer, The near-flapper, The authoress, The new voter, Sister, and others.

Ronalds, Alfred
The fly-fisher's entomology; with coloured representations of the natural and artificial insect; and a few observations and instructions on trout and grayling-fishing; with 20 col. pls. and 14 other illustrations; [5th ed.] 46+142 p. O [n. d.] Cin., Stewart Kidd $5

Scrope, William
Days and nights of salmon fishing in the Tweed; with a short account of the natural history and habits of the salmon; with 13 pls. in col. and 16 other illustrations; [new ed.] 32+281 p. col. front. O [n. d.] Cin., Stewart, Kidd $5

Sheriff, Abigail O.
Stories old and new. 111 p. front. il. D [c. '22] Bost., Ginn 60 c.

A reader for primary grades.

Snesrud, Justin Millian
Handwriting efficiency in junior and senior high schools. 55 p. S (Gregg educational monographs) [c. '21] N. Y., Gregg Pub. Co. pap. 30 c.

Reid, Peggy
Buds of promise. 61 p. front. (por.) D [c. '21] Monroe, Mich., Monroe Evening News Co. 75 c.

Richter, Erland
Flickan fran fjorden. 176 p. front. (por.) D [c. '21] Springfield, Mass., The Pond-Ekberg Press $2.50

Ross, Clarence S.
The Lacasa area, Ranger district North-central Texas. various paging fold. tab. fold. chart O (Dept. of the interior; U. S. Geo. Survey, Bull. 726-G) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Russell Sage Foundation Library
Co-operation; [a selected bibliography.] 4 p. O (Bull. no. 48, August, 1921) N. Y., Russell Sage Foundation Library pap. 10 c.

Psychological tests in industry; [a selected bibliography.] 4 p. O (Bull. no. 49, October, 1921) N. Y., Russell Sage Foundation Library pap. 10 c.

Unemployment; [a selected bibliography.] 4 p. O (Bull. no. 50; December, 1921) N. Y., The Russell Sage Foundation Library, 130 East 22nd St. pap. 10 c.

Saunders, William O.
A concept of life and other Saunders editorials; being some editorials and epigrams as written from time to time by W. O. Saunders himself and now gathered into a book and printed in the shop of the Independent. 3+68 p. front. (por.) O '21 Elizabeth City, N. C., The Independent pap. 60 c.

Saward, Frederick W.
Saward's annual; a statistical review of the coal trade; 1922. 254 p. O c. N. Y., Saward's Journal, 15 Park Row $2.50

Schweinitz, Lewis David von
The correspondence of Schweinitz and Torrey; ed. by C. L. Shear and Neil E. Stevens. various paging (7 p. bibl.) il. facsms. pors. O (Memoirs of the Torrey botanical club; v. 16, no. 3) '21 N. Y., The Torrey Botanical Club, West 116th Street and Amsterdam Ave. $2

Scott, I. D.
Inland lakes of Michigan; pub. as a part of the annual report of the Board of geological survey for 1920. 21+383 p. front. pls. maps (part fold.) O (Pub. 30; geological ser. 25) Lansing, Mich., Michigan Geological and Biological Survey apply

Seal, Lynas C.
Songs of a lifetime; partial collection; rhymed rest between the hours of toil. 48 p. O [c. '21] Columbus, Ind., The Evening Republican Press pap., 75 c.; $1

Seaman, William Grant, and Abernathy, Mary Elizabeth
Community schools for weekday religious instruction. 36 p. il. O [c. '21] Gary, Ind., Board of Religious Education pap. 30 c.

Smith, Annie Elizabeth Morrill [Mrs. Hugh M. Smith]
Ancestors of Henry Montgomery Smith and Catherine Forshee, and their descendants to the present time, besides the four main lines Smith-Montgomery, Forshee-Weaver, are the inter-related families Van Giesen, Hoskins, Baird, Sanders, Wheeler, Morse, Hiscock, Cole, Ives, Mullen, Bouck, Zogbaum, Fairchild, Pitkin, Stupp, Dennis, Clark, Lewis, Siter, Hunt, Crofoot, Storms, Crane, Hamlin, Reed, Howard, Howe, Pittman, Critcherson, Dunning and a Smith collateral line. 139 p. (1 p. bibl.) pors. Map O '21 Bronxville, N. Y. [Author], 110 Pondfield Rd. $5

Smith, George Vivian
The Pennsylvania practice act of 1915; with amendments, annotated and with selected forms. 5+440 p. O '22 N. Y., Clark Boardman Co., Ltd., 31 Park Pl. buck. $6

Smith, Winthrop Hiram, and others
Sabrina; being a chronicle of the life of the goddess of Amherst college. 6+157 p. front. pls. pors. plans facsms. O Concord, N. H., The Rumford Press apply

Snyder, Corydon G.
Retouching not difficult; the book for the amateur photographer; containing also some history of the photo-sketch and an explanation of the film-etching and negative-etching process. 23 p. il. (part. mounted) D c. '04-'21 Oak Park, Ill., [Author], 1161 S. Ridgeland Ave bds. $1

Society (The) of Arts and Sciences

O. Henry memorial award prize stories of 1921 chosen by the Society of arts and sciences; with an introd. by Blanche Colton Williams; [preface by Edward J. Wheeler.] 23+312 p. D '22 c. '21-22 Garden City, N. Y., Doubleday, Page $1.90

Among the authors of the prize winning stories are Edison Marshall, Thomas Beer, Sophie Kerr, Harry A. Kniffin, L. H. Robbins, Wilbur Daniel Steele and Tristram Tupper.

Solar, Frank I.

Handcraft projects for school and home shops; drawings by the author and A. M. Cornwell. 158 p. il. D [c. '21] Milwaukee, Wis., Bruce Pub. Co. $1.25

Speakman, Harold

Beyond Shanghai; with eight il. in full color from paintings by the author. 198 p. O [c. '22] N. Y. & Cin., The Abingdon Press $2.50

result of the author's visit to China where he lived among the people in their humblest and most intimate surroundings, eating their food and studying their customs.

Speare, Dorothy

Dancers in the dark. 290 p. D [c. '22] N. Y., Doran $1.75

A story of the modern young woman, the creature who is the despair of her elders.

Stauffer, Robert E., ed.

The American spirit in the writings of Americans of foreign birth. 185 p. D [c. '22] Bost., Christopher Pub. House, 1140 Columbus Ave. $2

Selections from the writings of Felix Adler, Mary Antin, Edward Bok, Otto H. Kahn, John Boyle O'Reilly, Angelo Patri, Abraham M. Rihbany, Carl Schurz, Edward A. Steiner, Oscar S. Straus and others.

Stone, Clarence R.

Silent and oral reading; a practical handbook of methods based on the most recent scientific investigations; [introd. by Ellwood P. Cubberley.] 18+306 p. (1½ p. bibl.) charts pls. D (Riverside textbooks in education [c. '22] Bost., Houghton Mifflin

Partial contents: Problems in reading instruction; Teaching reading in the primary grades; Training lessons in silent reading; Reading tests and their use in improving reading; Individual differences, and special individual and group instruction.

Stratton, George Malcolm

Developing mental power. 9+79 p. D (Riverside educational monographs) [c. '22] Bost., Houghton Mifflin 80 c.

Part of the material of this book appeared in an article in the *Atlantic Monthly Press* called "The Mind as Misrepresented to Teachers."

Strong, Archibald Thomas

Three studies in Shelley, and an essay on nature in Wordsworth and Meredith. 190 p. O '21 N. Y., Oxford University Press $4.75

Strong, Charles Augustus

The wisdom of the beasts. 9+75 p. D '22 Bost., Houghton Mifflin bds. $1.50 [750 copies]

A book of modern fables in which the author "satirizes various current schools of philosophy—Einstein's relativity, Bergson's vitalism, pragmatism, monism, neo-realism, etc."

Thomas, Frank W.

Training for effective study; a practical discussion of effective methods for training school pupils to organize their study procedure; [introd. by Ellwood P. Cubberley.] 13+251 p. (bibl. footnotes) D (Riverside textbooks in education) [c. '22] Bost., Houghton Mifflin $1.90

Partial contents: The meaning, importance and conditions of study; Having a motive for study; Securing continued application; Effective methods of study; The supervision of study.

Todd, Frank Morton

The story of the exposition; being the official history of the international celebration held at San Francisco in 1915 to commemorate the discovery of the Pacific Ocean and the construction of the Panama canal; with 600 il., including 61 plates in color; [pub. for the Panama-Pacific international company]; 5 v. 60+2048 p. col. fronts. (1 fold.) fold. chart O '21 N. Y., Putnam $30

Townshend, R. B.

Inspired golf. 64 p. S '21 N. Y., Holt bds. $1

Partial contents: Body and mind; No trifling; Vim, vinegar and vitriol; Ambidexterity; The philosophy of golf.

Standard Statistics Company, inc.

Federal income taxes for 1921; [ed. by H. M. Epstein.] 64 p. D [c. '21] N. Y., Standard Statistics Co., inc., 47 West St. pap. $1

Starr, Mrs. Ida May Hill

Beyond the sunset; verse. 5+28 p. (1 p. bibl.) D '21 Eau Claire, Wis., [Author] apply

Starrett, Vincent

A student of catalogues. 24 p. O '21 Cedar Rapids, Ia., L. A. & E. T. Brewer [priv. pr.; 250 copies]

Stevenson, Robert Louis

Diogenes at the Savile club; printed for private circulation from the hitherto unpublished manuscript for David G. Joyce, in the month of June, MCMXXI. 14 p. O '21 Chic., F. M. Morris, 24 N. Wabash Ave. priv. pr. [150 copies]

Stevenson's workshop, with twenty-nine ms. facsimiles, ed. by William P. Trent; [facsimiles of more or less fragmentary material never before printed, or wages from Stevenson's note-book containing drafts of pieces afterward published, many in the Child's garden of verses.] 63 p. front. facsms. O '21 Bost., The Bibliophile Society [priv. pr., 450 copies]

When the devil was well; hitherto unpublished story by Robert Louis Stevenson; with introd. by William P. Trent. 127 p. front. (por.) fold. facsm. O '21 Bost., The Bibliophile Society priv. pr. [450 copies]

Stryker, Melancthon Woolsey

Lincoln's land, and other recent verses. 3+82 p. O '21 Clinton, N. Y., Courier Press [priv. pr., 80 copies]

Taylor, Fred Manville

Key to problems in Principles of economics; 8th ed. 3+88 p. O c. '21 N. Y., Ronald Press pap. gratis

Untermeyer, Louis

Heavens!; with a cover design and front. by C. Bertram Hartman. 153 p. D [c. '22] N. Y., Harcourt, Brace bds. $1.75

A book of parodies.

Verrill, Alpheus Hyatt

Rivers and their mysteries. 213 p. front. pls. D c. N. Y., Duffield $1.50

Partial contents: The romance of rivers; How rivers are formed; River life; How rivers serve man; Some unusual rivers; A journey up a tropical river; Important and famous rivers.

Viertel, William, comp.

Official directory of the city of New York, 1922; prepared under the direction of Peter J. Brady, supervisor of the City record 5th year. 251 p. nar. T N. Y., City Record, Office of Supervisor; Municipal Bldg. pap. 15 c.; leath. 30 c.

Whitehill, Dorothy

The twins' summer vacation; il. by Thelma Gooch. 9+214 p. pls. D (The Dorothy Whitehall ser.) [c. '21] Newark, N. J., Barse & Hopkins 75 c.

Wright, Richardson Little

Truly rural. 219 p. D c. Bost., Houghton Mifflin bds. $2

A story of the rejuvenation of an old country home within and without. The author is editor of "House and Garden."

Wright, William Kelley

A student's philosophy of religion. 12+472 p. (bibl. footnotes) O c. N. Y., Macmillan $3.75

Partial contents: Religion in its lowest terms; The differentiation of religion; The evolution of deities, sacrifice and prayer; Brahmanism; Ancient and modern Christianity; Mysticism; Evidence of God; The nature of God and the problem of evil; God and human freedom; Immortality. The author is assistant professor of philosophy, Dartmouth College.

Throckmorton, Archibald Hall, and others, eds.

Baldwin's blue book; the general code of the state of Ohio, rev. to 1921, containing all laws of a general nature in force January 1, 1921; with annotations from decisions of all Ohio courts and the federal courts. 54+3750 p. O [c. '21] Cleveland, O., The Baldwin Law Pub. Co. $37.50

Trask, Louise B., comp.

Indians of North America; a list of books for children; [reprinted from the Monthly bulletin, n. s., v. 19, no. 5, May, 1921] 8 p. O '21 St. Louis, Mo., St. Louis Public Library pap. gratis

Travelers Insurance Company

Airplanes and safety. 127 p. front. il. O [c. '21] Hartford, Conn., The Travelers Insurance Co. [limited ed.] pap. gratis

Trust Company of New Jersey

History of Hudson County and of the old village of Bergen, being a brief account of the foundation and growth of what is now Jersey City and of many advantages now offered the inhabitants thereof in the newly constructed building of the Trust company of New Jersey. 59 p. front. il. O [c. '21] Jersey City, N. J., The Trust Company of New Jersey, 357 Central Ave. apply.

Uhl, Willis Lemon

Scientific determination of the content of the elementary school course in reading. 152 p. tabs. O (Studies in the social sciences and history, no. 4) '21 Madison, Wis., Univ. of Wisconsin pap. $1.50

U. S. Bureau of Labor Statistics

Index numbers of wholesale prices in the United States and foreign countries; rev. of bull. no. 173; [with select bibliography of additional index numbers.] 350 p. diagrs. (part fold.) O (Department of Labor; Bull. no. 284; wholesale price ser.) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 35 c.

U. S. Bureau of Naturalization

Suggestions for Americanization work among foreign-born women. 12 p. O (U. S. Department of labor) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

U. S. Department of Commerce

Amateur radio stations of the United States, June, 1921. 203 p. O (Radio stations) '21 Wash., D. C., Gov. Pr., Off., Supt. of Doc. pap. 15 c.

Commercial and government radio stations of the United States, June, 1921. 102 p. O (Radio stations) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 15 c.

The testing of rubber goods; 4th ed., Sept. 28, 1921; superseding 3rd ed., July 19, 1915. 127 p. (2 p. bibl.) il. tabs. diagrs. O (Circular of the Bureau of standards, no. 38) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 20 c.

U. S. Treaties, etc.

Treaty between the United States and Germany; restoring friendly relations; signed at Berlin, August 25, 1921. 10 p. O (Treaty ser. no. 658) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. apply

Treaty of peace with Germany. Treaty between the United States and Germany, signed on August 25, 1921, to restore friendly relations existing between the two nations prior to the outbreak of war, together with section 1 of part 4 and parts 5, 6, 8, 9, 10, 11, 12, 14, and 15 of the Treaty of Versailles under which the United States claims rights and privileges. 123 p. tabs. O (67th Congress, 1st session, Senate, Doc. 70) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. apply

Vernon's 1922 supplement and cumulative index to Vernon's annotated Texas statutes; 3 v. various paging forms O '22 Kansas City, Mo., Vernon Law Bk. Co. buck. $35

Washington, Henry Stephens

The jade of the Tuxtla statuette. 12 p. pls. O (No. 2409; from the Proceedings of the U. S. Nat. Museum, v. 60) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Webb, Elisabeth H.

The lotus-leaf [essays on faith-healing]. 46 p. T [c. '21] N. Y., T. Scott. 167 W. 72nd St. bds. $1

Wilde, Oscar Fingall O'Flahertie Wills

Letters after Reading; [letters written to Robert Ross.] O '21 N. Y., P. R. Reynolds, 70 5th Ave. [priv. pr., 23 copies]

Willett, Glenn

The corporation laws of the District of Columbia, with annotations, index and forms. 115 p. O '21 Washington, D. C., J. Byrne & Co. $1.50

Woodbury, Robert Morse

Statures and weights of children under 6 years of age. 117 p. il., tabs. O (U. S. Dept. of Labor; Children's bureau; Community child-welfare ser. no. 3; Bureau pub. no. 87) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 15 c.

Workmen's compensation act of the state of Indiana; reprinted April, 1921, with amendments, supplementary acts and annotations. 43 p. O [c. '21] N. Y., F. R. Jones, 80 Maiden Lane pap. 75 c.

Workmen's compensation law of the state of Missouri; effective Sept. 1, 1921. 40 p. O c. '21 N. Y., F. R. Jones pap. 75 c.

Workmen's compensation law of the state of New Mexico; rev., with amendments, April, 1921; amendments effective June 11, 1921. 32 p. O c. '21 N. Y., F. R. Jones, 80 Maiden Lane pap. $1

Rare Books, Autographs and Prints

RARE Americana including pamphlets on the French and Indian War, the embargo and the War of 1812, Shakers, Mormons, Free Masonry, the Early West, and California mining properties will be sold by the Hartman Auction Company, at Perth Amboy, N. J., April 1.

At the Ehrich Galleries Walter Tuttle is holding an exhibition of dry points, most of them portraits of important personages connected with the war. Twenty-two, done from life, are of the chief members of the recent Conference on the Limitation of Armament at Washington.

The new book by Jane Austen promised next month will bear the title "Love and Friendship" a short novel written in the author's youth and is now first published from the original manuscript. Miniatures from the brush of Cassandra Austen have been reproduced as end papers and a page of the original manuscript appears in facsimile. It is reported that American collectors are already alive to the opportunity.

James F. Drake, rare book dealer, has purchased the Gilbert Collection, the library of a Massachusetts collector. The collection is of moderate size but rich in rarities of all periods generally in the finest condition. For instance here are the Four Folios of Shakespeare and first editions of other Elizabethan dramatists; the first issue of the first edition of Spenser's "Faerie Queene;" first editions of Keats, Shelley, Byron and Scott; the novels of Dickens and Thackeray in parts including "The Pickwick Papers" and "Vanity Fair"; the rare first edition of Fitzgerald's translation of the "Rubâiyât of Omar Khayyâm;" and many choice first editions of English and American authors of the last century. It was just the kind of library that Mr. Drake could handle to the best advantage and he has already sold many of the rarer lots.

The exhibition of prints in the display of native graphic arts at the American Academy of Arts and Letters contains many fine examples of leading American wood engravers, living and dead. Timothy Cole, and Childe Hassam and Joseph Pennell who constitute the committee responsible for the graphic arts show, has added a few words on wood engraving to the catalog. In what he calls the present moribund condition of reproductive wood engraving, he mentions "Watt, Evans and myself" as three workers "who manage yet to be warmed by the fire of the box wood tree." In passing he notes that it was he himself who discovered the "peculiar value of Japanese tissue for proving," names "the one place in New York where boxwood is made up into blocks for engravers: J. Johnson, 125 Fulton Street, third flight up," and recommends "Pears face powder" for dusting white into the cut lines before retouching.

The new O. Henry volume "Letters to Lithopolis" with nine short letters and a long introduction by Mabel Wagnalls, limited to 427 copies, printed in a thin, handsome octavo, is priced at $10 doubtless on the theory that O. Henry collectors must have it. But it is not always safe to take too much for granted; collectors do not always come up to expectations. There have been several instances recently when publishers have been disappointed partly because they overestimated the spending propensities of book buyers. The English rare book trade after the war thought that they had an easy job to put it over on the "rich and ignorant American collectors," and some of these greedy booksellers have learned at the expense of considerable business that American collectors after all are not "easy marks." They are doubtless good sports in open competition but they are frequently very close and very calculating when it comes to private sales or the purchase even of limited editions.

A singular relic was sold last week at the Silo Galleries. It was a copy of the New Testament bound in black cloth and autographed by Charles J. Guiteau who assassinated President Garfield. It was one of the numbers in a sale of the property of the late Frank O. Probst, formerly manager of the Hollenden House in Cleveland. With the book was included an affidavit telling how it came into his possession. In 1881 he was room clerk in the Palmer House, Chicago. Early that summer a man came to the hotel and engaged a room from which he disappeared shortly after, leaving his belongings which the room clerk put away, thinking that he might return. On July 2 the news came that the President had been assassinated and the name of the assassin seeming familiar to Probst he examined the property left by the deserting guest of the Palmer House and in the book found the autograph of Guiteau.

The last half of last week was a busy period at the American Art Galleries. On March 15 and 16 first editions, library sets and an extensive collection of Cruikshankiana formed by the late John P. Woodbury of Boston was

sold, the 959 lots bringing $11,277. Ireland's "Life of Napoleon Bonaparte," 4 vols., with colored plates by George Cruikshank, contemporary calf, London, 1823-28, first edition of the Cumberland issue, sold for $170; Grimm's "German Popular Stories," 2 vols., with Cruikshank etchings, levant by Reviere, London, 1826, second issue of the first edition, $90; Westmacott's "The English Spy," 2 vols., contemporary calf, London, 1825-26, fine large copy of the first edition, $180. The Cruikshank collection was generally not in the condition or the rarer items did not possess the points which discriminating collectors demand, and, in consequence, prices were low. On March 17 rare Americana, including books, manuscripts, views, maps and portraits, mainly relating to California and the West, the property of John Mack, of Albany; H. R. Wagner, of Berkeley, Cal., and other consignees, were sold, realizing $5,539. An original crayon portrait by Eastman Johnson, of Dolly Madison, wife of President Madison, dated March, 1846, went to E. F. Bonaventure for $305. A complete set of *Hutching's Illustrated California Magazine* July, 1856, to June, 1861, a California item of great rarity, was bought by Ernest Dressel North for $230. An engraved portrait by Doolittle, of President John Adams was sold to Robert Friedenberg for $115. On March 17 and 18 Civil War books, autographs, views, correspondence of Confederate officers, views of American cities and the Charles B. Reed collection of Lincolniana was sold. The Lincolniana brought $1,235.50 and the entire sale $2,386. There was very little in the two sessions that was rare, and many books went for low prices. There are bound to be many bargains in the less important sales and booklovers and dealers, who care for the more ordinary books, will find it worth while to keep a careful watch of them.

Catalogs Received

Architektur Enthaltend U. A. Die Einschlägige Literatur Aus Den Bibliotheken Der Theatermaler. (No. 504; Items 890.) Karl W. Hiersemann, Konigstrasse 29, Leipzig, Germany.

Books on the history of religions. (No. 428; Items 568.) Francis Edwards, 83, High Street, Marylebone, London, W. 1, England.

Important works on geology, palaeontology, mineralogy and mining. (No. 92; Items 1467.) Dulau & Co., Ltd., 34 Margaret Street, Oxford Circus, London, W. 1, England.

Livres Anciens et Modernes. (No. 474; Items 396.) Martinus Nijhoff, La Haye, Lange Voorhout 9, Holland.

Overstock and remainders comprising art, history, etc. H. R. Huntting Co., Springfield, Mass.

Rare books, drama, poetry, dramatic literature, autograph editions, etc. (No. 12.) Shepard Book Co., 408 South State Street, Salt Lake City, Utah.

Rare, curious and interesting books. (No. 9; Items 1124.) R. Fletcher, Ltd., 6 Porchester Road, Bayswater, London, W. 2, England.

Auction Calendar

Tuesday morning, March 21st, at 10:30 o'clock. Miscellaneous books. (No. 221; Items 356.) The Walpole Galleries, 12 West 48th Street, New York City.

Monday and Tuesday afternoons, March 27th and 28th, at 2:30 o'clock. The library of Dr. Frank P. O'Brien, the West and the Wilderness. (Part 3; Items 672.) The Anderson Galleries, 489 Park Avenut, New York City.

Friday afternoon and evening, March 31st, at 2:30 and 7:30 p. m. A valuable collection of personal association books and first editions of English and American Authors belonging to the Estate of the late Edward Hornor Coates, formerly President of the Pennsylvania Academy of Fine Arts. (No. 1296; Items 808.) Stan V. Henkels, 1304 Walnut Street, Philadelphia, Pa.

Saturday morning at 11 o'clock, April 1st. Rare Americana, including many rare and interesting items. (No. 137; Items 300.) The Heartman Auction Co., Raritan Building, Perth Amboy, N. J.

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The Weekly Book Exchange

Books Wanted and for sale

Under these headings subscribers are charged 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra, Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

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BOOKS WANTED

A B C c. o. Publishers' Weekly

Hunt's Merchants Magazine, vols. 43, 47, 48, 49, 55 to 63 inclusive.
The Railroad Gazette, vol. 44, January-June, 1908.
The Railway Age Gazette, January-December, 1916.
The Railway Age, January-June, 1919.

Abraham and Straus, Inc., Brooklyn, N. Y.

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Morley, Christopher, any first editions.
Nobody Loves Me and Nobody Does.
Jordan's Wreck of the Sea Venture, 1610.
Steele, Richard, The Conscious Lovers, early edits.
Dramas of the Elizabethan Poets in one vol.
Studies of the Human Form, by R. W. Shufeldt.
Leonardo da Vinci's Note Book.
Cannan, G., Round the Corner, 1st edition.
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De Vinne, Theo. L., Correct Composition, pub. Century.
Ganot's Physics, 1910 ed. or later.
Gray's Anatomy, Spitzka edition.

Ginsburg's Book Shop, 1829 Pitkin Ave., New York

Century Dictionary, 1 vol., thin paper.

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Bell Telephone, Deposition of A. G. Bell, Boston, 1908.
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Busch, Max and Maurice.
Credit Mobilier, anything on.
Dewees, Capt. S., Life of, Balt., 1844.
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Head, Mrs. R., Lace and Embroidery Collector's Guide.
Historic Houses of America.
Jackson, Letters to Young Physician.
Keays, He That Eateth Bread With Me.
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Leiding, Historic Houses of Georgia.
Little, L. P., Life of Ben Hardin.
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Mencken, In Defence of Women.
Minto, Manual of Engl. Literature.
Old China Mag., any nos. after Sept., 1903.
Scott, Lammermoor, New Century Lib., dark blue leather.
Shue, Letters to Beany.
Smith, F. B., Village of Vagabonds.
Thaxter, Isles of Sholas.
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Genealogies, Hallock, Holyoke, etc.
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Gallatin, Right of the United States to the Northeast Boundary, New York, 1840.

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Little Books about Old Furniture, vols. 1 and 2, British Series, publisher F. A. Stokes.

John L. Hitchcock, 1010 Powell St., San Francisco, California

Coates Genealogy, by Truman Coates, Oxford, Pa., 1906.
History of the Hunt Family, Boston, 1890.
The Pioneer Magazine, San Francisco, July, August, 1854; February, March, October, November, 1855.
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Harper's Magazine, March, 1918.
Bow in the Clouds or The First Bereavement.
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Last Days of Pompeii.
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Lawrence, D. H., The Trespasser.
Lawrence, D. H., New Poems, 1918.
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Rothchild, Handbook of Precious Stones, Putnam.

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The Mentor, December, 1920.
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Sanborn, Life and Genius of Goethe.
Stevenson, Father Damien.
Calvert, G. H., Coleridge, Shelley, Goethe.

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Wright, Dodge City, Shakespeare Press, New York, 1912.

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American Journal International Law, complete run and supplements to date.
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American Journal International Law, vol. 14, 40c. 1920.

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Douglas, The Girl of Old Detroit.
Dudley, First Council of Nice.
Grimshaw, B. E., When the Red Gods Call, 1915, Macaulay Co.
London Mercury, Dec. 1920.
Perr, Cross Country with Horse and Hound.
Pocock, R., Horses.
Quiller-Couch, The Ship of Stars.
Stevenson, R. A. M., Velasquez, London, 1914.
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Delafield, Biography of Francis and Morgan Lewis.
English Notes, Boston Daily Mail Office, 1842.

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The Rochester News Company
19 to 27 *Church St., Rochester, N. Y.*

The Buffalo News Company
52 *E. Mohawk St., Buffalo, N. Y.*

The Central News Company
S. Washington Sq., Phila., Pa.

The Pittsburgh News Company
300-308 *Ferry St., Pittsburgh, Pa.*

SOUTHERN

The Baltimore News Company
227 *N. Calvert St., Baltimore, Md.*

The Washington News Company
313 *Sixth St., N. W., Washington, D. C.*

The Georgia News Company
85 *Walton St., Atlanta, Ga.*

The New Orleans News Company
214 *Decatur St., New Orleans, La.*

The Texas News Company
710 *Main St., Dallas, Texas*

WESTERN

The Cleveland News Company
1552 *3rd St., N. W., Cleveland, O.*

The Cincinnati News Company
127-129 *Shillito Pl., Cincinnati, O.*

The Detroit News Company
86 *W. Larned St., Detroit, Mich.*

The Western News Company
21-29 *E. Austin Ave., Chicago, Ill.*

The Indiana News Company
110 *North Senate Ave., Indianapolis, Ind.*

The St. Louis News Company, Inc.
1008-1010 *Locust St., St. Louis, Mo.*

The Minnesota News Company
19-21 *W. 3rd St., St. Paul, Minn.*

The Omaha News Company
14-17 *Davenport St., Omaha, Neb.*

The South West News Company
313 *E. 16th St., Kansas City, Mo.*

The Colorado News Company
1444 *Arapahoe St., Denver, Colo.*

The Utah News Company
39-41 *Post Office Place, Salt Lake City, Utah*

PACIFIC

The Puget Sound News Company
1931 *2nd Ave., Seattle, Wash.*

The San Francisco News Company
747 *Howard St., San Francisco, Cal.*

The Los Angeles News Company
201-203 *No. Los Angeles St., Los Angeles, Cal.*

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INVESTIGATION by The Business Survey of The Chicago Tribune has shown that the present method of selling books is due for revision; that books can be sold as other manufactured commodities are sold.

CONSIDER, for instance, the question of *distribution*. There are less than a hundred places in Chicago where you can buy books, yet there are over seven thousand consumer outlets for a well advertised food product. The manufacturer of the food product sells in *quantities;* he has learned that adequate distribution, followed and maintained by consistent, continuous advertising in efficient media is prerequisite to the sale of his product. The average book publisher scatters his wares upon a market that has not been properly prepared for their reception, and *"'opes everything will come out all right!"* But it *hasn't* been done, so it *can't* be done!

The Business Survey of The Chicago Tribune will be glad to discuss with any publisher its proposals for the improvement of book advertising.

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